



A QUICK START GUIDE TO  
**GOVERNMENT**  
*Contracting*

# INTRODUCTION

*Get the essential knowledge you need to find, win, and manage government contracts.*

The government contracting market is full of opportunities and have contracting rules that are based on real-world functions.

Doing business with government agencies is greatly different from doing business in the private/commercial sector. Commercial contracts are often governed by state law and a locally adapted version of the Uniform Commercial Code (UCC); however, **government contracts** operate under an entirely different system of regulations.

Government markets are complex to navigate, but can be streamlined **once you fully understand how each government market operates.**

What works for one huge government agency's procurement process may be completely ineffective if you try it with a small independent government agency.

This quick start guide will provide essential information all businesses needs to know before entering the world of government contracting.



“ There are a limitless number of good businesses that are completely qualified to win government contracts, but do not know where to start. ”

~ J. L. Dew ~

# WHAT IS GOVERNMENT CONTRACTING?

**Government contracting** is a process that's heavily influenced by statutes and regulations that lets businesses, like yours, sell its goods and services to government agencies.

The government operates using resources, goods, and services from the public like for real estate, construction, cleaning, trucking, office supplies, health care equipment and services, information technology, and thousands of other categories.

For many businesses, it is economically beneficial to enter the government contracting sector, because government agencies buy what it needs from commercial businesses and buys often.

We are asked often— *What's the difference between Government Procurement and Government Purchasing?*

When government agencies seek to buy (also known as **source**) goods and services from businesses, like yours, this strategic process is known as **Government Procurement** where it focuses on developing long-term mutual relationships with businesses. However, **Government Purchasing** is a set of tasks involved in buying goods and services from businesses as a transaction.

When a government agency awards a **contract** to a business in exchange for goods and/or services it sought out, the business is known as a **government contractor**.

*Did you know That*

GOVERNMENT PROCUREMENT

COMPRISES BETWEEN 10 PERCENT TO 15 PERCENT

OF THE U.S. GROSS DOMESTIC PRODUCT (GDP).



What does Gross Domestic Product (GDP) mean?

Gross Domestic Product is **the total goods produced by a country in a specific period of time**. GDP measures the health of a country. A country with a high GDP (i.e. over 3%) is a good economy while a country with a low GDP (i.e. below 2%) is poor economy. An ideal GDP is between 2% and 3%.



# WHY DO BUSINESS WITH THE GOVERNMENT

The U.S. federal government is the largest buyer in the entire world. The main benefits of doing business with government agencies — federal, state, and local — is that **they buy goods and services all year round** during prosperous times and even during economic downturns, like in a global pandemic.

To put this into perspective, in fiscal year (FY) 2022, the federal government spent **6.27 trillion dollars**. The best part, contracting possibilities do not end at the federal government. In fact, State and local governments appropriate their annual spending budgets independently as well. It is this flow of consistent purchasing that can result in a **lucrative source of revenue for businesses that compete and win!**

Government agencies also buy goods and services in all quantities - small to large, and when businesses manage orders and deliverables accurately, this can **help sustain their growth rapidly.**

All government bodies - federal, state, and local **are required by law to work with SMALL BUSINESSES**. Every government body - federal, state, and local, have a variety of programs in place that provide small businesses an advantage in the world of government contracting.



According the U.S. Small Business Administration (SBA) in a July 2022 publication, the federal government awarded a record-breaking **\$145.7 Billion in contracting to SMALL BUSINESSES.**



# GETTING STARTED IN GOVERNMENT CONTRACTING

Since the U.S. Federal Government is the largest buyer in the entire world, getting started in government contracting can be complex but taking the time to understand how government agencies operate can make the process a little easier.

Businesses interested in doing business with specific government agencies should learn how these agencies operate. For example, a local School District operates differently than a municipal government (i.e., a county, or a city) or then a state or even a federal

government agency. Each has its own lingo, rules, and laws specific to its operations and needs.

In government contracting, there are basic requirements for any business interested in working with government agencies must meet before it can compete for government contracts.

Here is a quick list to help get started below. For step-by-step training on these steps and more, visit our Course Directory.

<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>
<b>Do your research</b>	<b>Is this a good move?</b>	<b>Get Registered</b>	<b>Visibility</b>	<b>EIN &amp; DUNS</b>
Assess your business to see if government agencies buy what your company sells.	Determine if your business has what it takes to win a government contract correctly, compliantly, and competitively.	Ensuring your business is properly registered in your home State with all required government agencies.	Secure a real commercial address, purchase a website domain and hosting, and register for a business email with your domain. Be seen online!	Register for an EIN from IRS.gov and register for a DUNS number from DNB.com. Having an EIN and DUNS are key for establishing business credit.
<b>6</b>	<b>7</b>	<b>8</b>	<b>9</b>	<b>10</b>
<b>UEI &amp; SAM Profile</b>	<b>Know your NAICS</b>	<b>Size &amp; Compliance</b>	<b>Diverse Enterprises</b>	<b>Find, Compete, &amp; Win</b>
Get a Unique Entity Identifier (UEI) and register with SAM.gov. You MUST have an active UEI and SAM profile in order to win government contracts.	Match your products and services to a North American Industry Classification System (NAICS) code - you must have one primary. State and Local governments use NIGP and SIC codes. Know all your commodity codes!	Ensure your business meets size requirements set by the Small Business Administration (SBA). Comply with all laws and regulations.	Government agencies have programs for qualified diverse enterprises for minorities, women, small businesses, disadvantaged, veteran-owned, and persons with disabilities—determine if your business qualifies and apply!	If selling to Federal government agencies is right for your businesses, create a strong Capability Statement and market to Contracting Officers. If selling to State and Local government agencies is better, register as a vendor with the agency, market to buyers, find RFPs, compete, and win!



# HOW WE HELP SMALL BUSINESSES IN GOVERNMENT CONTRACTING

*We reshape small businesses into multi-million-dollar businesses through government contracting.*

T.D. Consulting Group, Inc. is a consulting firm that **specializes in helping small businesses understand how to navigate the Federal, State, and Local government process and learn how to find, compete, and win government contracts!**

It's true - millions of government contracts are awarded annually, yet many businesses struggle to land one. The government contracting process is complicated and layered in that many businesses struggle to navigate it.

How do we know this? Well...we've witnessed it directly and have coached our clients through it in over 2 decades of service!

With T.D. Consulting Group, our small business clients are educated and prepared to **win repeat multi-million-dollar government contracts every single step of the way!**

## *What Our Clients Are Saying*

“ T.D. Consulting Group's owner, Tamika is simply outstanding! She has built a solid company and system that have helped small businesses - mine included, navigate the government procurement space! Tamika and her incredible team TRULY know government procurement from the inside and out! With her leadership and guidance, we won our first Prime government contract in a matter of months from our initial engagement in 2019! Our partnership has been invaluable!  
~ **Kevin B., CMO (Small Business - Texas)**

“ T.D. Consulting Group, Inc. has truly been influential to my organization's success in winning new business through the government competitive bidding environment since 2013! The owner, Tamika has a true passion for helping others succeed. Her many years of experience in marketing and government proposal execution have helped many small minority companies like mine grow a strong corporate brand coupled with compelling marketing and branding material. To date, my company has won over \$20M dollars in multi-year government contracts with her coaching!  
~ **Nosa E., President & CEO (Small Business - Illinois)**

“ We've relied on T.D. Consulting Group's expertise in the federal, state, and local markets since 2017. Their professionalism and knowledge of the government RFP process have been the key ingredient to our success in government contracting. We are very happy with T.D. Consulting Group and would recommend them to any company looking for government proposal/business support, sound business advice, and who is in pursuit of must-win government contracts.  
~ **Joe L., CEO & Mike O., SVP (Small Business - Massachusetts)**

“ I am so thankful to have T.D. Consulting Group as a partner supporting my firm since 2011. Their insights into the entire government contracting lifecycle have fueled our tremendous growth. T.D. Consulting Group's business intelligence and knowledge are exceptional, and we appreciate their work with our team.  
~ **Karry Y., President & CEO (Small Business - Illinois)**

# CONTACT US

Hello, I'm Tamika, the founder of T.D. Consulting Group, Inc!

I was a government employee (i.e., Deputy Chief of Staff) - **YES** - that worked collaboratively in Policy, Procurement, Contract Compliance, Asset Management, Criminal Justice, Law Enforcement, and Finance departments, to name a few - as a committee member recommending contract awards to companies bidding on government opportunities - RFPs! A lightbulb went off, and I realized small businesses were not competing or being awarded many contracts. So, I started T.D. Consulting Group, Inc. to be a **direct resource to small businesses** in efforts to help them find, compete, and win government contracts.

Everything I've experienced about government contracting, **I've achieved - worked in it - taught it and I've managed it in over two (2) decades of service as a government seller and from the government buyer's side.** My company is here to help small businesses find, compete, and win government contracts. I've implemented **golden nugget strategies** that have reshaped how small businesses sell their products and services to government agencies that win government contracts perpetually.

My strategies are **authentic** - my knowledge is **direct** - **my coaching wins government contracts**, and my mission is clear: **"To help small businesses find, compete, and win government contracts."**



**TAMIKA L. DEW**

Founder, President & CEO

[www.tdcginc.com](http://www.tdcginc.com)

*Ready to grow your business through Government Contracting?*

Learn directly from a leading voice in government contracting, Tamika Dew. We offer several ways to help your business get started in the world of government contracting. We have a wealth of accurate and clear information tailored to meet you where you are in your government contracting experience!

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HIRE COACH DEW**