

# HOW TO DO BUSINESS WITH NASA

<http://osbp.nasa.gov/business.html>

## 1. Identify Your Product or Service

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Federal Supply Class or Service Codes-  
<http://www.dlis.dla.mil/h2/>  
North American Industry Classification System-  
<http://www.census.gov/eos/www/nai/cs>

## 2. Register Your Business

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DUNS Number-  
[http://www.dnb.com/US/duns\\_update/](http://www.dnb.com/US/duns_update/)  
Centralized Contractor Registration-  
[www.ccr.gov](http://www.ccr.gov)

## 3. Identify Your Target Market within NASA

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Procurements-  
<http://prod.nais.nasa.gov/cgi-bin/nais/nasaproc.cgi>  
Federal Business Opportunities-  
<https://www.fbo.gov/index?s=agency&mode=form&tab=notices&id=749a1ba1c0b78d0e3f13a7997c05fca2>

## 4. Identify Current NASA Procurement Opportunities

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Federal Business Opportunities-  
<https://www.fbo.gov/>  
NASA Procurement website-  
<http://code210.gsfc.nasa.gov/library/proclib.htm>  
NASA Acquisition Forecast-  
<http://code210.gsfc.nasa.gov/gsfcore.htm>  
NAIS Email Notification System-  
<http://prod.nais.nasa.gov/cgi-bin/nens/index.cgi>

## 5. Familiarize Yourself with NASA Contracting Procedures

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Federal Acquisition Regulations-  
<https://www.acquisition.gov/far/>  
NASA Federal Acquisition Regulations-  
<http://www.hq.nasa.gov/office/procurement/regs/nfstoc.htm>

## 6. Investigate Federal Supply Schedule (FSS) Contracts

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General Services Administration-  
<http://www.gsa.gov/portal/category/100000>  
Getting on a General Services Administration Schedule-  
<http://www.gsa.gov/portal/category/100615>

## 7. Seek Additional Assistance as Needed

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Procurement Technical Assistance Centers-  
<http://www.dla.mil/db/procurem.htm>  
Small Business Administration-  
<http://www.sba.gov/index.html>  
Small Business Specialists-  
<http://code210.gsfc.nasa.gov/industryassist.htm>

## 8. Explore Subcontracting Opportunities

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SUB-Net-  
<http://www.hud.gov/offices/cpo/diduknow/subnet.cfm>

## 9. Investigate NASA Small-Business Programs

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NASA Mentor-Protégé Program-  
<http://osbp.nasa.gov/mentor.html>  
Small Business Innovative Research Program-  
<http://sbir.gsfc.nasa.gov/SBIR/SBIR.html>  
Office of Small Business Programs-  
<http://osbp.nasa.gov/index.html>

## 10. Market Your Firm Well!!!

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Good luck!