

# SBDC Services

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# SBDC

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No Fee Business consultation

Low cost business training

Located throughout Maryland

Eastern Shore locations

Salisbury, Berlin

Cambridge, Wye Mills



# HUB Program and Government Contracting

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## ○ First steps

- Register in SAM ( System for Awards Management)
- <https://www.sam.gov/portal/public/SAM/>
- To do this you must have a DUNS (Dun & Bradstreet) #
- <http://fedgov.dnb.com/webform>



# What will you sell

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- Know your business
- How far will you travel
- Are you competitive
- Do you have experience in delivering on contracts
- Do you have the working capital necessary



# Other contracting

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- Local Contracts
  - County, Town
- State Contracts
- Sub contracting
  - In your area
  - To fill a need ( such as HUB)
  - <http://www.sba.gov/category/navigation-structure/contracting/contracting-opportunities/subcontracting/subcontracting-opportunities-directory>

# Other Certifications

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- State

- Small Business Reserve

- <http://www.smallbusinessreserve.maryland.gov/>

- <https://emaryland.buyspeed.com/bsol/>

- Minority Business (MBE)

- <http://www.mdot.maryland.gov/Office%20of%20Minority%20Business%20Enterprise/Overview>



# Other Certifications

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- Federal
  - 8-A (Minority)
    - <http://www.sba.gov/content/8a-business-development-1>
  - Small
    - <http://www.sba.gov/content/small-business-certification-0>
  - Woman Owned
    - <http://www.sba.gov/content/women-owned-small-business-program>
  - Service Disabled Veteran Owned
    - <http://www.sba.gov/content/service-disabled-veteran-owned-small-business-concerns-sdvosbc>



# Help

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- SBDC
  - No cost assistance, free or low cost training
- PTAC
  - Procurement assistance
  - <http://www.mdptap.umd.edu/>
- SBA
- Contracting Officers at the Office you want to do business with



# Questions

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- How to contact SBDC
  - Maryland SBDC
    - Salisbury University
    - 410 548 4419
  - <http://www.salisbury.edu/SBDC/>
  - <http://www.mdsbdc.umd.edu/index.html>

