

LOS ANGELES SMALL BUSINESSES: INTRODUCTION TO GOVERNMENT CONTRACTING

WHAT IS GOVERNMENT CONTRACTING?

- Government contracting is when small businesses provide goods and services to a government entity.
- This also attracts customers and increases sales for the business!

HOW CAN I GET MY BUSINESS INVOLVED?

- REGISTER with the right government portal for your business:
 - [County of LA](#)
 - [City of LA](#)
 - [State of CA](#)
- GET CERTIFIED as a government contractor, which means:
 - Determine which programs are available for your business.
 - Identify which programs for which your small business is eligible.
 - Gather necessary documentation for government procurement applications.



WHERE CAN I GET HELP?

- The LA County [Procurement Technical Assistance Center \(PTAC\)](#) helps businesses who want to market and sell products to the local, state, or federal government.
- Learn how to started in government contracting, from marketing resources to forming a capability statement.
- Meet and speak with procurement staff to establish individualized action plans.
- Get support in registration, certification, and procurement practices.
- Get help with client proposals, quotes, and responses.

FOR MORE INFO, WATCH THE FULL "INTRODUCTION TO GOVERNMENT CONTRACTING" [WEBINAR](#).