

Your Next Biggest Customer Could Be the Government

The U.S. government is the largest buyer of goods and services in the world — and it purchases nearly everything, from construction and IT to landscaping, supplies, and professional services. Here's how your business can get a seat at the table.

\$700B+

Spent each year by the federal government on contracts with private businesses

23%

Of federal prime contract dollars are targeted for small businesses by law

1000s

Of opportunities posted regularly across federal, state, and local agencies

Why Government Contracting?

A reliable, recession-resistant customer.

Government agencies buy in good economies and bad. Contracts are funded, scheduled, and paid on defined terms — adding stability and predictable revenue to your pipeline.

Growth without reinventing your business.

Agencies need the same products and services you already sell. Contracting opens a new sales channel for what you do today.

A level playing field for small businesses.

Federal law requires agencies to direct a significant share of contract dollars to small businesses, with set-aside programs that limit competition to companies like yours.

Credibility that compounds.

Past performance with a government agency strengthens every future bid — and signals trustworthiness to commercial customers, too.

GETTING BID-READY

FORM RCIM-1

1

Register in SAM.gov

Get your Unique Entity ID and complete your System for Award Management registration — required to bid on federal work.

2

Identify your NAICS codes

Classify what you sell so agencies and contract searches can find you.

3

Pursue certifications

Small business, veteran-owned, woman-owned, HUBZone, and 8(a) status can qualify you for set-aside contracts.

4

Build a capability statement

A one-page resume of your business that contracting officers expect to see.

5

Find and bid on opportunities

Search postings, respond to solicitations, and position your business to win.

The catch?

Registration, certification, and bidding involve paperwork, deadlines, and rules that trip up many first-time contractors — and an incomplete registration or a non-compliant bid is simply set aside. That's where experienced guidance pays for itself.

RCIM Solutions Gets You Bid-Ready — the Right Way, the First Time

We guide businesses through every step: SAM.gov registration, NAICS code selection, small business certifications, capability statements, finding the right opportunities, and preparing competitive, compliant bids. You stay focused on running your business — we handle the path into government contracting.

Schedule a consultation: www.rcim-solutions-llc.com • info@rcim-solutions-llc.com • (800) 682-4348