

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

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| 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 • (910) 338-5115