



BUSINESS DEVELOPMENT

Expand Your Business Base

Business Development is vital to increasing your customer base and finding opportunities to expand. The Federal Government offers several resources to assist small and mid-sized businesses in their development.

National Aeronautics and Space Administration's Office of Small Business Programs (NASA)

NASA's Office of Small Business Programs offers several small business programs to promote and integrate all small businesses into the competitive base of contractors that pioneer the future of space exploration, scientific discovery and aeronautics research. NASA also encourages businesses to apply for federal contracts and enroll in its various programs.

Office of Small Business Programs:

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

[Business Development and Technology Programs](http://www.osbp.nasa.gov/mpp/index.html)

<http://www.osbp.nasa.gov/mpp/index.html>

Small Business Programs: <http://www.osbp.nasa.gov/hubzone/index.html>

Venture Development and Partnerships Office: <https://newbusiness.grc.nasa.gov/>

Small Business Administration (SBA)

SBA has provided millions of loans, loan guarantees, contracts, counseling sessions and other forms of assistance to small businesses.

Local Assistance Offices: <http://www.sba.gov/local-assistance/DC/local-resources>

Small Business Toolkit: www.workforce3one.org/view/2001125757596213518

Department of Labor's Employment and Training Administration (ETA)

ETA administers federal government job training and worker dislocation programs, federal grants to states for public employment service programs, and unemployment insurance benefits. These services are primarily provided through state and local workforce development systems.

General Information: <http://www.doleta.gov/>

CareerOneStop Business Center:

<http://www.careeronestop.org/businesscenter/trainandretain/train-and-retain.aspx>

U.S. Department of Defense's Office of Small Business Programs

Department of Defense's Office of Small Business Programs is committed to maximizing the contributions of small businesses in DOD acquisitions and creating opportunities for small businesses through different programs and initiatives.

DOD Office of Small Business Programs

<http://www.acq.osd.mil/osbp/>

Additional Resources:

Doing Business with DOD:

<http://www.acq.osd.mil/osbp/sb/dod.shtml>

Small Business Initiatives:

<http://www.acq.osd.mil/osbp/sb/initiatives/index.shtml>

National Institute of Standards and Technology's Manufacturing Extension Partnership (MEP)

The National Institute of Standards and Technology's, Manufacturing Extension Partnership (MEP) works with small and mid-sized U.S. manufacturers to help them create and retain jobs, increase profits and improve efficiency. Their Lean Product Development and Design methods and principles help firms reduce time to market, improve resource utilization and reduce new product development risk, while cutting waste, reducing product costs and product development expense. MEP Centers are located in every state.

General Information: <http://www.nist.gov/mep/>

Local MEP Centers: <http://www.nist.gov/mep/find-your-local-center.cfm>

Department of Defense, Connecting American Manufacturing (CAM)

The Department of Defense (DoD) has launched the "Connecting American Manufacturing" (CAM) program to help better connect DoD manufacturing needs with U.S. manufacturer capabilities. CAM will make it much easier for the DoD to find U.S. manufacturers with the right capability and capacity at the right time. The program also will make it easier for U.S. manufacturers to find and secure DoD opportunities that match their capabilities.

The CAM program is initially focused on two key challenges that impede the ability for the DoD and U.S. manufacturers to easily work together. The first challenge is that it is not easy for the DoD to efficiently find the right manufacturer with the right capability and capacity at the right time. The second is that the U.S. manufacturers must jump through a number of hoops to work with the DoD. The first phase of the CAM project will help reduce both of those challenges. Subsequent phases will continue to knock down barriers that will make it easier for the DoD and U.S. manufacturers to more efficiently work together.

The DoD lists thousands of needed items every day with varying degrees of intricacy. Sorting through all those listings just to find potential opportunities that match a manufacturer's capabilities can be very time consuming, particularly for small- to medium-sized manufacturers. CAM will help U.S. manufacturers by matching the DoD's needed items with a manufacturer's specific capabilities, resulting in a short-list of relevant opportunities.

<https://www.dodmantech.com/Execution/CAM.asp>

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