



GUIDE GSC

Government Contract Service Center

GUIDE GSC RESOURCE LIBRARY

Government Contracting **101**

Everything you need to know to get started in federal contracting — from basics to advanced strategies.

Available Resources

FIVE-PART CURRICULUM

FOUNDATIONS

I

Introduction to Federal Procurement

How the federal government actually buys — the agencies, the contract vehicles, the procurement lifecycle, and where small businesses fit into the \$700+ billion annual spend.

READ THE RESOURCE →

COMPLIANCE

II

Understanding the Federal Acquisition Regulation (FAR)

The rulebook that governs every federal contract, broken into the parts that matter most for small businesses — Part 13 simplified acquisitions, Part 19 small business programs, and Part 31 cost principles.

READ THE RESOURCE →

SET-ASIDES

III

Small Business Certification Programs Explained

8(a), HUBZone, WOSB, EDWOSB, SDVOSB — eligibility requirements, headline benefits, sole-source authority, and how to choose what to pursue first now that self-certification is gone.

[READ THE RESOURCE →](#)

CAPTURE

IV

How to Find Contract Opportunities

SAM.gov Contract Opportunities, agency forecasts, sources sought notices, GWACs, GSA MAS — the structured process for finding the right opportunities before they become public solicitations.

[READ THE RESOURCE →](#)

PROPOSAL READINESS

V

Building Your Past Performance Portfolio

Past performance is the most heavily weighted factor on most awards. How to document, structure, and prove it — including CPARS strategy, PPQ readiness, and translating commercial work into federal-grade references.

[READ THE RESOURCE →](#)