

- **Government Contracting Assistance**
 - **Definition:** assists businesses in selling their goods and services to the government and services include: market research and analysis, agency registration/guidance, federal specs and standards, past procurement data, and procurement training seminars.
 - **SBA (Small Business Administration)** - Over the past 47 years, SBA has grown in terms of total assistance provided and its array of programs tailored to encourage small enterprises in all areas. SBA's programs now include financial and federal contract procurement assistance, management assistance, and specialized outreach to women, minorities and armed forces veterans. 1-800-827-5722
 - **SBA Government Contracting Assistance Directory**
<http://www.sba.gov/GC/asstdir.html>
 - **8 (a)** - The Program was created in 1974, to help minority and other small disadvantaged businesses (SDBs) to grow through a program of federal contracting preferences and set-asides. Through the 8(a) Program, eligible firms can be awarded government contracts on a sole-source, non-competitive basis.
 - **SBLO (Small Business Liaison Officer)** - Person working in an agency or company tasked with assisting small businesses to do business with that agency or company.
 - **SCORE (Service Corps of Retired Executives)**
www.score.org
SCORE "Counselors to America's Small Business" is a nonprofit association dedicated to providing entrepreneurs with free, confidential face-to-face and email business counseling. Business counseling and workshops are offered at 389 chapter offices across the country.
 - **Business Procurement Assistance Center (BPAC)**
<http://matcmadison.edu/bpac/>
The Business Procurement Assistance Center (BPAC) provides technical and marketing assistance to Wisconsin businesses interested in selling their products and services to the government. Our mission is to provide Wisconsin businesses the necessary tools to be competitive in the contracting arena.