

## Your Pathway to Government Contracting

### Tier 1 – Foundational Business Support

✓ Does this sound like you?

- Your business is in the early stages, possibly pre-revenue.
- You're focused on building your business strategy, legal structure, or basic operations.
- You're looking for guidance before diving into government contracting.

👉 **Start here:**

Connect with your local Small Business Development Center (SBDC) for no-cost, foundational business support:

🌐 [Find your SBDC](#)

### Tier 2 – New to Government Contracting

✓ Does this apply to your business?

- You've been in business and generating revenue for 2+ years.
- You're ready to explore government contracting but need help starting.
- You're willing to complete online training and initial research.

Start here:

📖 **Complete our on-demand training:**

[10 Steps to Government Contracting \(select "On-demand"\)](#)

📝 Homework:

- Identify your NAICS codes: [NAICS Search](#)
- Identify your NIGP codes: [NIGP Search](#)
- Draft your Capability Statement
- Identify 1–2 agencies likely to purchase your products or services

✓ Ready for the next step?

When you've completed the homework, contact us to schedule one-on-one advising:

✉ [cgc@utsa.edu](mailto:cgc@utsa.edu)

We look forward to helping your business succeed in government contracting!



### Proud Members of the Texas South-West SBDC Network

