

The seas of federal government contracting are difficult to navigate.

WE CAN BE YOUR COMPASS!

MBDA Federal Procurement Center

301.857.0200

www.mbda.gov/businesscenters/federalprocurement

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MINORITY BUSINESS DEVELOPMENT AGENCY
FEDERAL PROCUREMENT CENTER
U.S. DEPARTMENT OF COMMERCE

Operated by the Capital Region
Minority Supplier Development Council



CRMSDC MBE
BUSINESS CONSORTIUM



Whether you are new to the federal contracting arena, or already a successful federal contractor, the Federal Procurement Center is an effective tool to add to your business development arsenal.

What is the Federal Procurement Center?

The Federal Procurement Center (FPC) is one of 40 business centers funded by the Department of Commerce's Minority Business Development Agency (MBDA). We are the only federally-funded entity dedicated exclusively to helping minority businesses (MBEs) gain access to federal contracting opportunities, capital, key contacts and business intelligence to successfully compete to win federal contracts.

The FPC is operated by the Capital Region Minority Supplier Development Council (CRMSDC) which also operates the MBDA Business Center, Washington, DC.

Together these three organizations form the CRMSDC MBE Business Consortium. Their combined power allows us to offer our clients a comprehensive array of business services.

What We Do.

Each of our clients is assigned to a business consultant. The business consultants at the FPC are successful business strategists and former federal decisionmakers with firsthand knowledge of all aspects of federal contracting.

We work closely with each client to understand their capabilities and unique offerings to the federal government, and help them to develop customized near-term and long-term marketing strategies. We make sure they understand the federal contracting rules and regulations, providing training, if required.

We also collaborate with federal program managers and acquisition specialists to better understand their agency's unique requirements.

We assist our clients in identifying and competing for federal contracts.



Eligibility Requirements.

We serve MBEs nationally. Generally, our clients have annual revenues of \$1 million or more, or have rapid growth potential.

What is an MBE?

The MBDA defines an MBE as a business which is at least 51% minority-owned. The MBDA classifies the following groups as minorities:

- African Americans
- Asian Americans
- Hasidic Jews
- Hispanic Americans
- Native Americans
- Pacific Islanders

Our Services.

EDUCATION

to help you understand federal certifications and contract vehicles

ADVICE

about how to obtain federal contracts

KNOWLEDGE

of federal procurement forecasts—know who is buying what

ACCESS

to federal decision-makers

ADVOCACY

we market your business to federal buyers

How to become a client.

Simply call us **301.857.0200**, or email **info@mbda-fpc.com**