

# Where to Start Contracting with HUD

[https://www.hud.gov/program\\_offices/sdb/guide/general#start](https://www.hud.gov/program_offices/sdb/guide/general#start)

Thank you for your interest in doing business with HUD. The Office of Small and Disadvantaged Business Utilization (OSDBU) has the primary responsibility to ensure that small businesses including small disadvantaged businesses, 8(a) businesses, women-owned small businesses, Historically Underutilized Business Zones and service-disabled veteran-owned small businesses are treated fairly and that they have an opportunity to compete and be selected for a fair amount of the Department's contracting dollars. The OSDBU has developed this marketing guide to provide valuable information to assist you in your marketing and educational efforts.

The OSDBU's advice to small businesses interested in federal procurement is very simple: do your homework, list your certifications and credentials, establish relationships and be patient.

**Homework:** Before you come to HUD, visit [www.hud.gov](http://www.hud.gov) to research the agency and the program office in which you have an interest to understand the Department's and program office's mission, objectives and procurement needs. Make sure we procure what you are selling. Review [FedBizOpps.gov](http://FedBizOpps.gov) and [HUD's Forecast of Contracting Opportunities](#) to gain an understanding of procurement opportunities.

**Certifications and Credentials:** List your certifications such as 8(a), small disadvantaged business and HUBZone certifications on your business cards and capability statements. Your one-page capability statement [[example](#)] should specifically indicate your firm's credentials to compete for the procurement.

**Relationships:** Establish a relationship with the OSDBU and program office staff. Make an appointment with the OSDBU to introduce your company and its capabilities. Arrange marketing visits with program office staff to discuss contracting opportunities for which you are qualified. Attend one of [HUD's Vendor Outreach Sessions](#). In this high tech world it is still high touch that will win you your contract!

**Patience:** Finally, be patient and establish yourself.

*Remember that Small Business is BIG at HUD!*