



General Information

Navigating the Defense Market: Page on the Defense Industrial Base Consortium (DIBC) website (see below) with general information and tips.

- <https://www.defensemarket.org/>

USA Spending: The official open data source of federal spending information, including information about federal awards such as contracts, grants, and loans. Excellent business intelligence tool.

- <https://www.usaspending.gov/>

Federal Procurement Data System: Official data source for more detailed information on past contracts than is available on USA Spending (above).

- Registration required
- <https://www.fpds.gov/>

DoD Office of Small Business Programs (OSBP): DoD's "common entry point for small business." The website is intended to make it easier for small businesses to understand where to go first, who to contact, and where to find information on available resources and opportunities to do business with the DoD.

- Lots of good links to agencies, resources, etc.
- <https://business.defense.gov/>

U.S. General Services Administration (GSA): The federal government's agency that manages federal property and provides contracting options for government agencies.

- Connect to learn about opportunities with the GSA Schedule for small business
- <https://www.gsa.gov>

DoD Cybersecurity Maturity Model Certification (CMMC): To safeguard sensitive national security information, the Department of Defense (DoD) launched CMMC 2.0, a comprehensive framework to protect the defense industrial base's (DIB) sensitive unclassified information from frequent and increasingly complex cyberattacks.

- <https://dodcio.defense.gov/CMMC/>

Resource Partners

Defense Alliance: Twin Cities-based Small Business Administration Regional Innovation Cluster (SBA RIC) providing consulting services for the defense industry.

- Free membership
- <https://defensealliance.com/>

U.S. Small Business Administration (SBA): U.S. federal government small business resources agency

- <https://www.sba.gov/>

APEX Accelerator: The APEX Accelerators program, formerly known as Procurement Technical Assistance Program (PTAP), is under management of the Department of Defense (DoD) Office of Small Business Programs (OSBP). The program provides education and training to ensure that all businesses become capable of participating in federal, state, and local government contracts.

- Some free services
- 97 APEX Accelerators across the U.S.
- <https://www.apexaccelerators.us/#/>

Manufacturing Extension Partnership (MEP): MEP is a public-private partnership operated by the National Institute of Standards & Technology (NIST) with Centers in all 50 states and Puerto Rico dedicated to serving small and medium-sized manufacturers.

- <https://www.nist.gov/mep>

DoD Manufacturing Institutes (MII): DoD MIIs seek to revitalize U.S. domestic manufacturing capability through domestic public-private partnerships that enhance America's strategic competitiveness while enabling the military of tomorrow. This is achieved through three primary activities hosted by the institutes: advancing R&D to promote innovation while modernizing military capabilities; growing manufacturing ecosystems to enhance competitiveness; and furthering education and workforce development.

- <https://www.dodmantech.mil/About-Us/Manufacturing-Innovation-Institutes-MIIs/>

Federal Laboratory Consortium (FLC): FLC is the formally chartered, nationwide network of over 300 federal laboratories and research centers, that fosters commercialization, best practice strategies and opportunities for accelerating federal technologies out of the labs and into the marketplace.

- <https://federallabs.org/>

Commercialization Opportunities

System for Award Management (SAM): Official federal website to register to do business with the U.S. Government, and search for contract and grant opportunities.

- Registration required before submitting proposals
- <https://sam.gov/content/home>

Defense Innovation (DIU): Other Transaction Agreement Authority (OTA) for DoD that awards scalable contracts to companies offering solutions to national security challenges across a variety of technology areas.

- Periodic solicitations on the website and/or sign up to receive notices.
- <https://www.diu.mil/>

National Security Innovation Network (NSIN): Sub-unit of DIU (above) that seeks to create new communities of innovators to solve national security problems.

- Periodic solicitations, challenges, partnership opportunities (including with academia)
- Free e-newsletter available
- <https://nsin.mil/>

SOFWERX: An innovation platform for the US Special Operations Command as a 501(c)(3) nonprofit by bringing the best of Government, Industry, Academia, and National Labs together to help solve challenging problems encountered by Special Operations Forces.

- <https://sofwerx.org/>

Engage SOF (eSOF): U.S. Special Operation's (USSOCOM) portal to match your company's product/service/capability to the appropriate personnel within the command and schedule discussions or demonstrations if there is sufficient interest at the headquarters.

- <https://www.socom.mil/SOF-ATL/Pages/eSOF-main.aspx>

NAVALX: Department of the Navy portal to connect relevant solutions from small businesses, startups and academia to address the Navy's most pressing challenges and operational needs faster.

- <https://www.secnav.navy.mil/agility/Pages/newhome.aspx>

AFWERX: As the innovation arm of the Department of the Air Force and powered by the Air Force Research Laboratory (AFRL), AFWERX brings cutting edge American ingenuity from small businesses and start-ups to address the most pressing challenges of the service.

- <https://afwerx.com/>

DARPA Connect: The Defense Advanced Research Project Agency's portal to broaden DARPA'S reach and stimulate growth and collaboration with small businesses and education institutions new to the national security space.

- <https://www.darpa.mil/work-with-us/darpaconnect>

Defense Industrial Base Consortium (DIBC): organization that fosters collaboration between Government, Industry, and Academia to build a robust, resilient defense industrial base.

- Membership based
- <https://www.dibconsortium.org/>

Tradewinds: DoD platform for learning, acquiring, and delivering technology in the artificial intelligence space. Small businesses can propose technology solutions with a simply application method.

- <https://www.tradewindai.com/>

DoD Accelerate the Procurement and Fielding of Innovative Technologies (APFIT): a pilot program to provide funding for innovative projects that have completed development and are ready to transition into operational use. Funding amounts of \$10M-\$50M are awarded to projects with small business or non-traditional performers to accelerate initial production and reduce the overall procurement timeline. The Office of the Under Secretary of Defense for Research & Engineering, OUSD(R&E), conducts a competitive down-select process each year using evaluation criteria including impact to the warfighter, sustainment support, and applicability to the broader DoD. Projects are awarded in coordination with a Service, Combatant Command, Defense Agency, or other organization and have included everything from procurement of undersea sensors to the manufacture and launch of satellites.

- <https://ac.cto.mil/apfit/>

DoD Innovation Pathways: Office of the Undersecretary of Defense for Research & Engineering portal to provide a connection with industry and academia.

- Quick, free registration to connect to opportunities
- <https://www.ctoinnovation.mil/>

Federal Government Technology Prize Challenges – Challenge.gov: To empower the federal government and the public to participate together in equitable forms of innovation through prize competitions.

- <https://www.challenge.gov/>

Research & Development

Defense Innovation Marketplace: Independent Research & Development (IR&D) is a key source of innovation for the department. The Defense Innovation Marketplace website was created to be a consolidated resource for both DoD and industry to help enable communication about future DoD technology needs and IR&D projects underway in private businesses and academia.

- Good information about DoD Communities of Interest, Federal Laboratories, key agencies and more
- <https://defenseinnovationmarketplace.dtic.mil/>

Small Business Innovation Research (SBIR): The Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) programs encourage domestic small businesses to engage in federal R&D with the potential for commercialization. 11 federal agencies participate (DoD is the largest).

- <https://www.sbir.gov/>

Defense SBIR/STTR Innovation Portal: DoD's SBIR information and opportunities website

- Registration for solicitation notifications.
- Must be registered in SAM to participate (see below)
- <https://www.defensesbirsttr.mil/>

Grants.gov: The federal government's comprehensive listing of all available grant opportunities.

- <https://grants.gov/>

Workforce

General Services Administration (GSA) – Pricing Resource: GSA site to determine hourly labor rates on solicitation proposals.

- <https://buy.gsa.gov/pricing/>

Access to Capital

DoD Office of Strategic Capital (OSC): Operated by the Office of the Undersecretary of Defense for Research & Engineering, OSC develops and implements strategies and partnerships to accelerate and scale private investment in critical supply chain technologies needed for national security.

- <https://www.cto.mil/osc/>

Supply Chain Resilience

National Defense Industrial Strategy (NDIS): Number one of our priorities of NDIS is resilient supply chains.

- <https://www.businessdefense.gov/docs/ndis/2023-NDIS.pdf>

Defense Production Act (DPA) Title III: Committed to ensuring resilient, robust domestic supply chains in order to reduce reliance on foreign manufacturing and correct domestic shortfalls in the defense industrial base.

- Companies can propose technology solutions for DoD needs in critical supply chain areas.
- <https://www.businessdefense.gov/ibr/mceip/dpai/dpat3/index.html>

Carlson School of Management, University of Minnesota, Supply Chain Management Masters

- <https://carlsonschool.umn.edu/graduate/masters/supply-chain-management>

Rural Businesses

DoD Office of Local Defense Community Cooperation (OLDCC): furthers the priorities of the National Defense Strategy by supporting the readiness and resiliency of military installations and defense communities across the country.

- <https://oldcc.gov/>

Greater Fargo Morehead Economic Development Corporation (GFMEDC): Economic development for businesses in the Fargo, ND and Morehead, MN area.

- <https://gfmedc.com/>

News & Events

Early Bird Brief newsletter: Provided free by DefenseNews, the Early Bird Brief provides a roundup of the day's most important military and defense industry stories.

- <https://www.defensenews.com/ebb/>

National Defense Industrial Association (NDIA) Event Calendar:

- <https://www.ndia.org/events>

GovEvents ("Where Government Gathers"):

- <https://www.govevents.com/>

Associations

National Defense Industrial Association (NDIA): The National Defense Industrial Association drives strategic dialogue in national security by identifying key issues and leveraging the knowledge and experience of its military, government, industry, and academic members to address them.

- <https://www.ndia.org/>

Navy League of the United States (NLUS): Nonprofit civilian, educational and advocacy organization that supports America's sea services: the Navy, Marine Corps, Coast Guard and U.S.-flag Merchant Marine

- Host for the large, annual Sea-Air-Space exposition.
- <https://www.navyleague.org/>

Air Force Association (AFA): AFA's mission is to promote dominant U.S. Air & Space Forces as the foundation of a strong National Defense; to honor and support our Airmen, Guardians, and their Families; and to remember and respect our enduring heritage.

- <https://www.afa.org/#>

Association of the U.S. Army (AUSA): Founded in 1950 as a nonpartisan, educational nonprofit, our growing association strengthens the bond between Soldiers and the American people, promotes the military profession, and enhances ties with industry.

- Hosts the large, annual AUSA Annual Member Meeting & Exposition33
- <https://www.ausa.org/>

Aerospace Industries Association (AIA): AIA is dedicated to helping our united membership improve the safety of air transportation, make America more secure, fuel exploration, drive innovation, and ensure a vibrant industrial base.

- <https://www.aia-aerospace.org/>

Federal Business Analysis Tools

Bloomberg Government (BGOV): Subscription data-driven decision tools, news, and analytics in a digital workspace for professionals who influence government action.

- Fee based
- <https://about.bgov.com/>

Deltek – GovWin IQ: Helps contractors gain early access to opportunities, network with teaming partners and buyers, and leverage powerful market intelligence and support from our team of experts to beat the competition and win more government contracts.

- Fee based
- <https://www.deltek.com/en/government-contracting/govwin>

Defense and Aerospace Competitive Intelligence Service (DACIS): Provides comprehensive and multi-dimensional coverage of the worldwide defense, aerospace, and U.S. government marketplace.

- Fee based
- <https://www.dacis.com/>

Capture to Proposal (C2P): We open access to government contracts with market intelligence for every business from the smallest veteran-owned firm to the largest defense industrial base providers.

- Fee based
- <https://capture2proposal.com/>

GovTribe: Federal Contract & Grant Data — Collaborative platform for teams to jointly manage their federal capture & bid management.

- Fee based
- <https://govtribe.com/>