

How to Register on the CCR

By Debi Einmo (www.dontbid.com)

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In 2009, the United States government will award almost \$800 billion in contracts. Of this number 23%, or \$184 billion, has been targeted for small business as designated by the Small Business Administration (SBA). In light of this huge volume of potential business, one might think that a lot of small business owners would be scrambling to win one of these government contracts, but surprisingly only 1 percent of small businesses ever pursue them. The reason more companies don't participate in the bidding for government contracts is because they are unfamiliar with the process or they become too frustrated attempting to learn. Whether or not to pursue contracts is a business decision each small business owner must make on his own. If you choose this path, the first step to securing one of these contracts is to register as a contractor on the CCR.

The Central Contractor Registry (CCR) is the main government database for registering contractors. All agencies use this database for searching for firms that render services or products desired. From that listing, the Agency utilizing the database may make inquiries to the companies or invite them to bid on contracts. Additionally, the business may review the opportunities posted on the Fed Biz Ops site (www.fbo.gov) and contact agencies once they have established a CCR file. Be advised, that because contractors submit and authorize their own

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data, they also assume responsibility for the accuracy of that information. The government feels this process helps to level the advantage between large corporations and small businesses, in that a small business will not need to register with each government agency in order to bid on contracts for multiple agencies.

While Federal Acquisition Regulations (FAR) policy dictates that all contractors must register with the CCR before being awarded any contract or purchase agreement, subcontractors, who work for a registered contractor, are not required to register unless they intend to personally bid on government contracts.

The Department of Defense, the largest federal contracting agency, requires that all contractors who are bidding for defense contracts register with the CCR and obtain a CAGE (Commercial and Government Entity) code. CAGE is an alpha-numeric identifier assigned to your company by the Defense Logistics Services Center. For more information on CAGE codes, visit the [CAGE information page](#).

You can contact and/or register with the CCR in one of three ways:

- Call 1-888-227-2423
- Visit the Web site at www.ccr.gov

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- E-mail contact.ccr@us.pweglobal.com

When registering with the CCR, you will be asked to provide information about your company. This information includes:

- Your company's DUNS number — known as the Data Universal Numbering System, it is maintained by D&B as a way of tracking the credit status of different companies. You can apply for a DUNS number by going to the [D&B Web site](#) or by calling directly at 1-800-333-0505.
- Your company's Tax Identification Number (TIN) or your Social Security Number (SSN).
- Your company's Employer Identification Number (EIN) provided by the IRS.
- Your company's Bank Routing Number (ABA) that includes a contact name and number.
- Your company's information regarding Electronic Funds Transfer to your bank. This will be used for payment of invoices should you be selected

Should your firm decide that the waters are too difficult to navigate alone or the costs too great to pursue contracts on your own.....there exists another alternative: Subcontracting. This

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alternative permits you to gain access to this vast market without undergoing the processes required for prime contractors. For more information on Subcontracting Opportunities please visit www.Amazon.com to obtain a copy of a book by Debi Einmo, entitled "Don't Bid!" or view other reports on our website that offer more information on this alternative to bidding on contacts

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