



THE PROCUREMENT BLUEPRINT™

VENDOR READINESS & REGISTRATION

A Free Preview of Module 3



This is your sneak peek into Module 3: Vendor Readiness & Registration. Before you can win a government contract, you need to be visible, verified, and ready. This module helps you take the first crucial steps.

WHAT IS VENDOR READINESS?



Vendor readiness means your business is legally and administratively positioned to do business with the government. That includes:

- Completing registrations at the federal, state, and local level
- Having required documents like a W-9 and Certificate of Insurance
- Preparing a capability statement
- Being searchable in government systems

Without these steps, you can't bid or win contracts—even if you're qualified.

WHY IT MATTERS TO YOU

Understanding the lifecycle helps you:



- Know when and where to engage
- Tailor proposals to match agency expectations
- Avoid mistakes and disqualifications
- Build lasting relationships in the public sector

If you understand the process, you can compete and win.

What You'll Learn in the Full Module



- Registering at the federal (SAM.gov), state, and local levels
- Understanding UEI, NAICS codes, and local portals
- Preparing a capability statement and vendor packet
- Common registration mistakes and how to avoid them
- How to confirm you're fully active and verified

Key Takeaways

- ✓ Government buyers can only do business with verified vendors
- ✓ Registrations and documents are required to be seen and selected
- ✓ Readiness is your first win in public contracting

With this foundation, you're one step closer to becoming a government vendor.

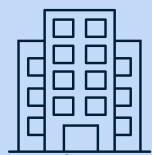
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REAL-WORLD EXAMPLE



Business A

missed out on a \$150K local bid because they weren't registered in time.



Business B

had their documents and registrations ready and won the contract.

Ready to Learn More?

The full 8-module crash course covers everything from registration to renewal.



Scan the QR Code or visit
www.publicfundsacademy.org to enroll.