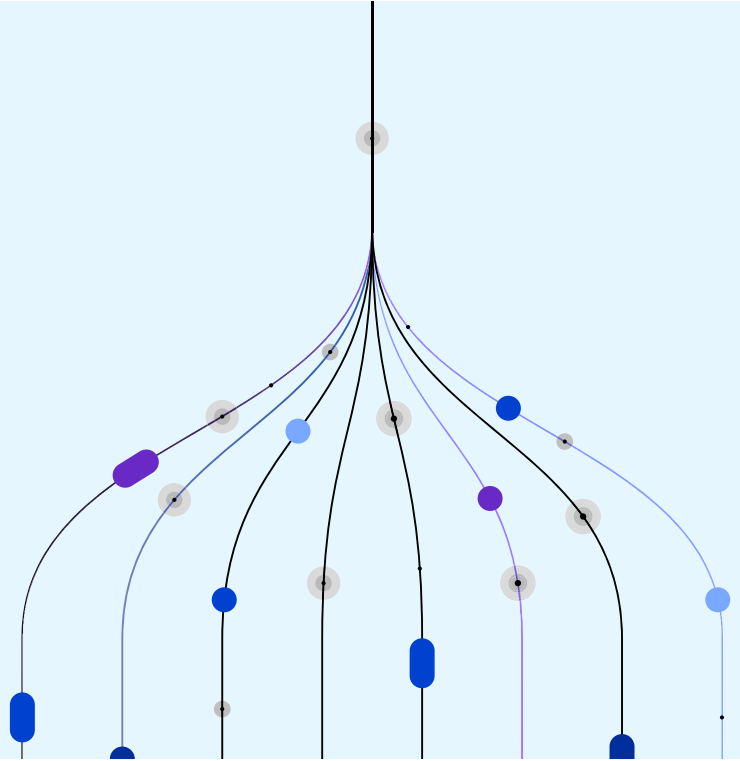


U.S. Federal and Public Sector

Creating opportunities for small diverse businesses to connect and partner in the Federal and Public Sector market.



IBM's Federal and Public sector consulting organizations serve our Federal, State and Local government clients.

Federal Consulting: IBM Federal Consulting serves all 15 U.S. Cabinet-level agencies, the Department of Defense and its Armed Forces branches and Combatant Commands, National Security Intelligence, and Federal Civilian agencies.

U.S. Public Sector Consulting: Brings value across the U.S. to State and Local government agencies and academic institutions.

Both organizations support enterprise modernization and transformation through IBM's Hybrid Cloud, Data & AI Infrastructure, and Cybersecurity and System Sustainability offerings.

Teaming objectives – diversity and inclusion

IBM continuously strives to build a sustainable community of small and diverse suppliers who are mutually aligned with IBM's business objective to bring world-class solutions to our mutual Federal and Public Sector customers.

Teaming supports the identification of new sources of technology, increasing IBM's ability to stay solution focused and delight our clients. Teaming with diverse suppliers generates new ideas, and gives our customers access to innovation, through an enhanced portfolio of solutions.

IBM's Federal Small Business Liaison Officer and State & Local Business Liaison are the connection points for Small Diverse firms seeking opportunity with IBM Federal & Public Sector Consulting.

Federal and public sector consulting client groups

- **Defense and Intelligence:** The Department of Defense and Federal Agencies focuses on the support of Military Warfighter, their families, and National Security Agencies. (Army, Navy, Air Force, National Guard, etc.)
- **Federal Civilian and public sector agencies:** Federal sector Executive and Administrative Agencies, and State, and Local Municipal Agencies. Example(s): SSA, Education, Health & Human Services, Tax and Revenue, Transportation and Infrastructure, Justice and Corrections.
- **Federal Research:** Research and Development in the areas of Quantum Science & Computing, Healthcare, Microelectronics, Environmental and other areas in Government and with Institutions of Higher Learning.

IBM can help small and diverse-owned businesses

- IBM provides a capabilities assessment to determine readiness for introduction to IBM Federal, State and Local Client Leads to facilitate subcontracting teaming, and mentor-protégé programs
- IBM provides guidance on Federal and State Governments and other business resources.
- IBM provides guidance on SBA, DoD, Agency and other Mentor Protégé programs.

[Submit qualifications →](#)



Service solutions

IBM federal and public sector clients are looking for:

- Cyber threat mitigation
- Zero trust acceleration
- Offensive and defensive services
- Cloud security and managed services
- DevSecOps
- Predictive maintenance
- Data protection
- Identity and access management
- Hybrid multi-cloud security platforms
- Public key infrastructure
- Artificial intelligence
- Machine learning
- Quantum technology
- Microelectronics manufacturing
- Financial management solutions
- Supply chain automation
- Legacy systems transformation
- Computer hardware and peripheral resellers
- Software and Licensing resellers
- Quantum scientific solutions
- Mainframe systems and services
- Data warehousing
- Data analytics

Characteristics

IBM federal and public sector clients are looking for:

- Minimum of 3-5 years registered as a business in SAM.GOV
 - SAM UEI
 - DLA Cage Code
 - Not on exclusions list
- Federal socio-economic certifications (applies to small business firms only)
 - SBA 8a or HUBZone, SDB, WOSB, VOSB or SDVOSB, ANC or Tribal, NHO
- State, local and education certifications (applies to small and large business firms)
 - MBE, DBE, WBE, State HUB, SDVOB relevant past performance
 - Prime awards
 - Subcontract awards
 - Research grants or awards
- Sound organizational structure
 - Federally compliant accounting and network systems
 - Operational, administrative, production, project management, business development, proposal management, financial, legal infrastructure
 - Strong financials
- Contract vehicles, e.g.: GSA, eFAST, CIO-SP3, or other
- Other certifications, e.g.: CMMI, ISO, or other technology partners and/or resellers: e.g.: Oracle, Salesforce, Prosci, AWS, etc.



NAICS codes

| | | | |
|--------|---|--------|--|
| 334111 | Electronic Computer Manufacturing | 541611 | Administrative Management and General Management Consulting Services |
| 334112 | Computer Storage Device Manufacturing | 541618 | Other Management Consulting Services |
| 334118 | Computer Terminal and Other Computer Peripheral Equipment Manufacturing | 541620 | Environmental Consulting Services |
| 541330 | Engineering Services | 541690 | Other Scientific and Technical Consulting Services |
| 541360 | Geophysical Surveying and Mapping Services | 541713 | Research and Development in Nanotechnology |
| 541511 | Custom Computer Programming Services | 541714 | Research and Development in Biotechnology (except Nanobiotechnology) |
| 541512 | Computer Systems Design Services | 541720 | Research and Development in the Social Sciences and Humanities |
| 541513 | Computer Facilities Management Services | 541990 | All Other Professional, Scientific, and Technical Services |
| 541519 | Other Computer Related Services | | |

Resources

U. S. Small Business Administration

- Contracting Guide <https://www.sba.gov/federal-contracting/contracting-guide>
- Contracting Assistance <https://www.sba.gov/federal-contracting/contracting-assistance-programs>
- Counseling and Help <https://www.sba.gov/federal-contracting/counseling-help>
- Learning <https://www.sba.gov/sba-learning-platform>

Apex Accelerators (formerly PTACS) <https://www.apexaccelerators.us/#/>

Association of Procurement Technical Assistance Centers (now known as Access Accelerators) <https://www.aptac-us.org/>

SBA Score <https://www.score.org/sponsor/us-small-business-administration-sba>

Small Business Development Centers <https://americassbdc.org/>

Federal Acquisition Regulation <https://www.acquisition.gov/>

National Minority Development Council <https://nmsdc.org/>

IBM Global Procurement <https://www.ibm.com/procurement/supplierDiversity>

IBM Partner Plus <https://www.ibm.com/partnerplus>

IBM SkillsBuild <https://skillsbuild.org/>

IBM Startup <https://developer.ibm.com/startups/>

IBM Quantum for Startups <https://www.ibm.com/quantum/startups>