

U.S. Small Business Administration

PRO-Net®

The Web Site for Buyers and Sellers of Small Business Goods and Services

What Is PRO-Net®?

The U.S. Small Business Administration's Procurement Marketing & Access Network is an online, interactive, electronic gateway of procurement information — for and about small businesses. A virtual one-stop procurement shop for government contracting, PRO-Net® makes small business profiles available to federal, state and local government contracting officers, as well as to private-sector businesses looking for contractors, subcontractors, teaming arrangements or partnerships.

The electronic profile of each registered small business includes the identification of the business (including world-wide-web and e-mail addresses, if available) organization/ownership, products and services, and performance/history. The profile also describes the firm's Electronic Data Interchange capability. PRO-Net® contains more than 195,000 company profiles.

How Can Buyers and Sellers Benefit from PRO-Net®?

Registration on PRO-Net® is a win-win-win opportunity for small businesses, private-sector buyers and government contracting officers. PRO-Net® provides —

- the opportunity to create, view and update small business profiles,
- access to private-sector buyers and government contracting officers looking for qualified vendors,
- real-time marketing to both government and private sectors,
- a meaningful link to current procurement opportunities for small businesses,
- a search capability for identifying registered firms for future solicitations, and
- an Internet connection with world-wide-web and e-mail capabilities.

How Can Businesses Register on PRO-Net®?

There is no cost to register or to use the system. Registration is open to all small companies seeking federal, state or private-sector contracts. PRO-Net® has its own URL: <http://pronet.sba.gov>. Once you are at the site, simply select the Register bar, follow the instructions, and you're on your way.

If your company does not have direct access to the Internet, you can use the computer assistance services available at numerous locations: SBA business information centers, one stop capital shops, and district or branch offices; the U.S. Department of Commerce's minority business development centers; the Department of Defense's procurement and technical assistance centers; and most local libraries or local economic development offices. There are also PRO-Net® access stations throughout the country. A listing of their locations can be found at the PRO-Net® Web site.

How Can Buyers and Sellers Use PRO-Net®?

PRO-Net® is menu driven and easy to use. You can perform numerous functions on the system through five key access points:

Register

Includes instructions and an online form for small businesses to register onto the system.

### Search Database

Provides read-only access to the small business profiles on the system. You can conduct a search of the profiles by keying in Standard Industrial Classification (SIC) codes; federal certifications; key words; location; quality certifications; business type; ownership, race and gender; EDI capability, etc. You can contact a profiled company by mail, phone, fax, or e-mail, depending on its communications capabilities.

### Update Profiles

Enables firms to access and update their own business profiles by using a personal password. Each firm is responsible for keeping its own profile current. If a profile is not updated within 18 months, it is flagged and does not appear in searches. This helps ensure the timeliness and accuracy of the data in the system.

### Resources

Provides access to multiple electronic sources of procurement information and assistance.

### Procurement Opportunities

Provides access to the Commerce Business Daily and various listings for federal and state procurement opportunities.

### How Can Users Communicate?

You can communicate with the PRO-Net® network administrator through the system's embedded e-mail capability. Additionally, users of the Search Database can send messages, solicitations or any other type of electronic correspondence to businesses with e-mail capability.

### How Can Small Businesses Use PRO-Net® as a Marketing Tool?

The information you put into your company's profile is itself a marketing tool. In addition, you can include your company's online address, and showcase and market your business's goods and services by linking your web site to your PRO-Net® profile. Don't miss out! Let PRO-Net® help you create a powerful marketing message.

### For More Information

- SBA offices are located in all 50 states, the District of Columbia, Puerto Rico, the U.S. Virgin Islands and Guam. For the office nearest you, look under "U.S. Government" in your telephone directory, or contact:
- Phone: 1-800 U ASK SBA
- Fax: 202-205-7064
- E-mail: [answerdesk@sba.gov](mailto:answerdesk@sba.gov)
- TDD: 704-344-6640
- OnLine Electronic Bulletin Board (*modem and computer required*)  
1-800-697-4636 (*limited access*)  
1-900-463-4636 (*full access*)  
202-401-9600 (*Washington, D.C., metro area*)
- Internet  
*SBA Home page:* [www.sba.gov](http://www.sba.gov)  
*Gopher:* <gopher.sba.gov>

*Telnet:* telnet.sba.gov

*U.S. Business Advisor:* www.business.gov

- Your rights to regulatory fairness: 1-888-REG-FAIR
- E-mail: pro-net@sba.gov

Inquire at your local SBA office for the location of the following resources:

- BICs — Business Information Centers
- TBICs — Tribal Business Information Centers
- OSCSs — One Stop Capital Shops
- SCORE — Service Corps of Retired Executives
- SBDCs — Small Business Development Centers
- USEACs — U.S. Export Assistance Centers
- WBCs — Women's Business Centers

#### Publications

- *The Facts About ... SBA Publications* — a listing of free SBA publications

Did you know that in fiscal 1999 the SBA —

- maintained a guaranteed loan portfolio of more than \$40.5 billion in loans to 486,000 small businesses that otherwise would not have had such access to capital?
- backed nearly 49,000 loans totaling a record \$12.5 billion to America's small businesses?
- made 3,100 investments worth \$4.2 billion through its venture capital program?
- provided more than 36,000 loans totaling over \$936 million to disaster victims for residential, personal-property and business losses?
- extended management and technical assistance to more than 900,000 small business persons through its 11,500 Service Corps of Retired Executives volunteers and 1,000 small business development center locations?
- created HUBZones providing federal contracting assistance to small businesses located in "historically underutilized business zones"?

Did you know that America's 24 million small businesses —

- employ more than 52 percent of the private work force?
- generate more than 51 percent of the nation's gross domestic product?
- are the principal source of new jobs?

*All of the SBA's programs and services are provided to the public on a nondiscriminatory basis.*

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