
NEEDS OF THE GOVERNMENT

High-level summarized list of products and
services the U.S. Government buys.

Do you have what the Government needs?

WELCOME!

Hey! We are so excited that you've downloaded this guide! We've created it to help you identify the "Needs of the Government" and to determine if you have any skin in the government game.

This guide will show you the high-level categories of product and services the government needs to maintain the robust organization under its umbrella. Give this guide a quick look over now and then schedule some time to go through it more in-depth. Do you offer products or services that the Government needs? If yes, then CONGRATULATIONS there is room for you in the federal arena!

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Products Classifications

KEEP IN MIND THESE ARE HIGH-LEVEL CATEGORIES

PRODUCT CLASSIFICATION	
Agricultural machinery & equipment	Materials handling equipment
Agricultural supplies	Measuring tools
Aircraft & airframe structural components	Mechanical power transmission equipment
Aircraft components & accessories	Medical, dental & veterinary equipment & supplies
Aircraft launching, landing & ground handling equipment	Metal bars, sheets & shapes
Alarm, signal & security detection equipment	Metalworking machinery
Ammunition & explosives	Miscellaneous
Bearings	Musical instruments, phonographs & home-type radios
Books, maps & other publications	Nonmetallic crude materials
Brushes, paints, sealers & adhesives	Nonmetallic fabricated materials
Chemicals & chemical products	Nuclear ordnance
Cleaning equipment and supplies	Office machines, text processing systems & visible record equipment
Clothing, individual equipment & insignia	Office supplies and devices
Communication, detection, & coherent radiation equipment	Ores, minerals & their primary products
Construction & building materials	Photographic equipment
Construction, mining, excavating & highway maintenance equipment	Pipe, tubing, hose & fittings
Containers, packaging, & packing supplies	Plumbing, heating, & sanitation equipment
Electric wire & power & distribution equipment	Prefabricated structures and scaffolding
Electrical and electronic equipment components	Pumps & compressors
Engine accessories	Railway equipment
Engines, turbines & components	Recreational & athletic equipment
Fiber optics materials, components, assemblies & accessories	Refrigeration, air-conditioning & air circulating equipment
Fire control equipment	Rope, cable, chain & fittings
Firefighting, rescue & safety equipment	Service and trade equipment
Food preparation and serving equipment	Ship and marine equipment
Fuels, lubricants, oils & waxes	Ships, small craft, pontoons & floating docks
Furnace, steam plant & drying equipment; & nuclear reactors	Space vehicles
Furniture	Special industry machinery
General purpose information technology equipment	Subsistence
Ground effects vehicles, motor vehicles, trailers & cycles	Textiles, leather, furs, apparel & shoe findings, tents & flags
Guided missiles	Tires and tubes
Hand tools	Toiletries
Hardware & abrasives	Tractors
Household & commercial furnishings & appliances	Training aids & devices
Instruments & laboratory equipment	Valves
Lighting fixtures & lamps	Vehicular equipment components
Live animals	Water purification & sewage treatment equipment
Lumber, millwork, plywood & veneer	Weapons
Maintenance & repair shop equipment	Woodworking machinery and equipment

Service Classifications

It is not just products the government has a need for...

Here are some **SERVICE** classifications that the government typically needs...

SERVICE CLASSIFICATION	SERVICE EXAMPLE
Architect and Engineering Services - Construction	• A&E Inspection Services (non-construction)
	• A&E Management Engineering Services
	• A&E Production Engineering Services
	• Administrative and Service Buildings
	• Airfield, Communication and Missile Facilities
	• Architect - Engineer Services, (non-construction),
	• Conservation and Development
	• Educational Buildings
	• Electric Power Generation (EPG) Utilities
	• Engineering Drafting Services
	• Highways, Roads, Streets, and Bridges
	• Hospital Buildings
	• Industrial Buildings
	• Marine Architect - Engineer Services
	• Other Buildings
	• Other Non-Building Structures
	• Research and Development Facilities
• Residential Buildings	
• Restoration	
• Warehouse Buildings	
Education and Training Services	• AIDS Training
	• Certifications and Accreditations
	• Education Services
	• Faculty Salaries for Dependent Schools
	• Lectures for Training
	• Personnel Testing
	• Reserve Training (Military)
	• Scientific and Management Education
	• Training/Curriculum Development
	• Tuition, Registration, and Membership Fees
• Vocational/Technical	
Information Technology Services, incl. Telecomm Services	• ADP Backup and Security Services
	• ADP Data Conversion Services
	• ADP Data Entry Services
	• ADP Facility Operation and Maintenance Services
	• ADP Optical Scanning Services
	• ADP System Acquisition Support Services Includes preparation of statements of work, benchmarks, specifications, etc.

	<ul style="list-style-type: none"> • ADP Systems Analysis Services • ADP Systems Development Services • ADP Telecommunications and Transmission Services • ADP Teleprocessing and Timesharing Services • Automated Information System Design and Integration Services • Automated News Services, Data Services, or Other information Services. Buying data, the electronic equivalent of books, periodicals, newspapers, etc. • Computer Aided Design/Computer Aided Manufacturing (CAD/CAM) Services • Digitizing Services. Includes cartographic and geographic information. • Information and Data Broadcasting or Data Distribution Services • Programming Services • Telecommunications Network Management Services
Medical Services	<ul style="list-style-type: none"> • Anesthesiology Services • Cardio-Vascular Services • Dentistry Services • Dependent Medicare Services • Dermatology Services • Evaluation and Screening • Gastroenterology Services • General Health Care Services • Geriatric Services • Gynecology Services • Hematology Services • Internal Medicine Services • Laboratory Testing Services • Medical/Psychiatric Consultation Services • Neurology Services • Nuclear Medicine • Nursing Home Care Contracts • Nursing Services • Ophthalmology Services • Optometry Services • Orthopedic Services • Otolaryngology Services • Pathology Services • Pediatric Services • Pharmacology Services • Physical Medicine and Rehabilitation Services • Podiatry Services • Psychiatry Services • Pulmonary Services • Radiology Services • Surgery Services • Thoracic Services • Urology Services
Natural Resources and Conservation Services	<ul style="list-style-type: none"> • Aerial Fertilization/Spraying Services • Aerial Seeding Services • Air Quality Support Services

	<ul style="list-style-type: none"> • Development of Environmental Impact Statements and Assessments • Fisheries Resources Management Services • Forest Tree Planting Services • Forest/Range Fire Rehabilitation Services (non-construction) • Forest/Range Fire Suppression/Presuppression Services • Hazardous Substance Analysis • Hazardous Substance Removal, Cleanup, and Disposal Services and Operational Support • Industrial Investigation Surveys and Technical Support Related to Air Pollution • Industrial Investigation Surveys and Technical Support Related to Water Pollution • Industrial Investigations, Surveys and Technical Support for Multiple Pollutants • Land Treatment Practices Services (plowing/clearing etc.) • Leaking Underground Storage Tank Support Services • Oil Spill Response including Cleanup, Removal, Disposal and Operational Support • Other Natural Resources and Conservation Services • Other Range/Forest Improvements Services (non-construction) • Other Wildlife Management Services • Pesticides Support Services • Range Seeding Services (ground equipment) • Recreation Site Maintenance Services (non-construction) • Seed Collection/Production Services • Seedling Production/Transplanting Services • Site Preparation • Surface Mining Reclamation Services (non-construction) • Survey Line Clearing Services • Toxic Substances Support Services • Tree Breeding Services • Tree Thinning Services • Water Quality Support Services • Well Drilling/Exploratory Services • Wildhorse/Burro Control Service
Photographic, Mapping, Printing, and Publication Services	<ul style="list-style-type: none"> • Aerial Photographic Services • Arts/Graphics Services • Audio/Visual Services • Cartography Services • Cataloging Services • Charting Services • Film Processing Services • Film/Video Tape Production Services • General Photographic Services - Motion • General Photographic Services - Still • Microform Services • Photogrammetry Services • Print/Binding Services • Reproduction Services • Technical Writing Services • Topography Services
Professional, Administrative	<ul style="list-style-type: none"> • Accounting or Financial Services

and Management Support Services	• Advertising Services
	• Auditing Services
	• Certifications and Accreditations
	• Communications Services
	• Contract, Procurement, and Acquisition Support Services
	• Courier and Messenger Services
	• Court Reporting Services
	• Credit Reporting Services
	• Data Collection Services
	• Debt Collection Services
	• Educational Services
	• Engineering and Technical Services
	• Expert Witness
	• Industrial Hygenics
	• Information Retrieval
	• Intelligence Services
	• Land Surveys, Cadastral Services (non-construction)
	• Legal Services
	• Library Services
	• Logistics Support Services
	• Mailing and Distribution Services
	• Ongoing Audit Operations Support
	• Operations Research Services
	• Other Administrative Support Services
	• Other Professional Services
	• Personal Property Management Services
	• Personal Services
	• Policy Review/Development Services
	• Program Evaluation Services
	• Program Management/Support Services
	• Program Review/Development Services
	• Public Relations Service
	• Real Property Appraisals Services (SIC 6531)
	• Simulation
• Specifications Development Services	
• Stenographic Services	
• Systems Engineering Services	
• Technical Assistance	
• Technology Sharing/Utilization Services	
• Telephone and Field Interview Services	
• Transcription Services	
• Translation and Interpreting Service (Including Sign Language)	
• Veterinary/Animal Care Services	
• Weather Reporting/Observation Services	
• Word Processing/Typing Service	
Quality Control, Testing and Inspection Services	• Equipment and Materials Testing Inspection Services
	• Quality Control Services
Research and Development	• Advanced Development of Hardware for Testing, Engineering Development

	<ul style="list-style-type: none"> • Applied Research and Exploratory Development • Basic Scientific Research
Salvage Services	<ul style="list-style-type: none"> • Demolition of Buildings • Demolition of Structures or Facilities (other than Buildings) • Preparation and Disposal of Excess and Surplus Property • Salvage of Aircraft • Salvage of Marine Vessels
Social Services	<ul style="list-style-type: none"> • Care of Remains and/or Funeral Services • Chaplain Services • Direct aid to tribal Governments and organizations provided by contract pursuant to Public Law (P.L.) 93-638 • Geriatric Services • Government Health Insurance Programs • Government Life Insurance Program • Non-Government Insurance Programs • Other Government Insurance Programs • Recreational Services • Social Rehabilitation Services
Special Studies and Analyses Not R&D	<ul style="list-style-type: none"> • Accounting/Financial Management Studies • Acquisition Policy/Procedures Studies • Aeronautic/Space Studies • Air Quality Analyses • Animal and Fisheries Studies • Archeological/Paleontological Studies • Building Technology Studies • Chemical/Biological Studies and Analyses • Communications Studies • Cost Benefit Analyses • Data Analyses (other than scientific) • Defense Studies • Economic Studies • Educational Studies and Analyses • Elderly/Handicapped Studies • Endangered Species Studies - Plant and Animal • Energy Studies • Environmental Studies and Assessments • Feasibility Studies (non-construction) • Foreign Policy/National Security Policy Studies • Geological Studies • Geophysical Studies • Geotechnical Studies • Grazing/Range Studies • Historical Studies • Housing and Community Development Studies • Intelligence Studies • Legal Studies • Manpower Studies • Mathematical/Statistical Analyses

	<ul style="list-style-type: none"> • Medical and Health Studies • Mobilization/Preparedness Studies • Natural Resource Studies • Oceanological Studies • Organization/Administrative/Personnel Studies • Recreation Studies • Regulatory Studies • Scientific Data Studies • Security Studies (Physical and Personal) • Seismological Studies • Soils Studies • Technology Studies • Trade Issue Studies • Water Quality Studies • Wildlife Studies
Transportation, Travel and Relocation Services	<ul style="list-style-type: none"> • Air Charter for Things • Air Freight • Air Passenger Service • Ambulance Service • Civilian Personnel Recruitment • Lodging - Hotel/Motel • Marine Charter for Things • Marine Passenger Service • Military Personnel Recruitment • Motor Charter for Things • Motor Freight • Motor Passenger Service • Motor Pool Operations • Other Cargo and Freight Services • Other Transportation Travel and Relocation Services • Other Vehicle Charter for Transportation of Things • Packing/Crating Services • Passenger Air Charter Service • Passenger Marine Charter Service • Passenger Motor Charter Service • Passenger Rail Charter Service • Rail Charter for Things • Rail Freight • Rail Passenger Service • Relocation Services • Stevedoring • Taxicab Services • Travel Agent Services • Vessel Freight • Vessel Towing Service
Utilities and Housekeeping Services	<ul style="list-style-type: none"> • Carpet Laying and Cleaning • Custodial - Janitorial Services • Electric Services

	• Facilities Operations Support Services
	• Fire Protection Services
	• Food Services
	• Fueling and Other Petroleum Services - Excluding Storage
	• Gas Services
	• Guard Services
	• Insect and Rodent Control Services
	• Interior Landscaping
	• Landscaping/Groundskeeping Services
	• Laundry and Dry Cleaning Services
	• Other Utilities
	• Snow Removal/Salt Service (also spreading aggregate or other snow melting material)
	• Solid Fuel Handling Services
	• Surveillance Services
	• Telephone and/or Communications Services
	• Trash/Garbage Collection Services
	• Warehousing and Storage Services
	• Waste Treatment and Storage
	• Water Services
Other Classifications	Construction of Structures and Facilities
	Installation of Equipment
	Lease or Rental of Equipment
	Lease or Rental of Facilities
	Maintenance, Repair or Alteration of Real Property
	Maintenance, Repair, and Rebuilding of Equipment
	Modification of Equipment
	Operation of Government-Owned Facilities
	Purchase of Structures and Facilities
Technical Representative Services	

What classification(s) does your company fall into? Let us know by tagging us in a tweet @WeDoContracts and use the hashtag #needsofthegovernment or send us an email to info@wedocontracts.com

Okay, there you have it... The Needs of the Government!

As you can see the products and services needed by the government are quite substantial. Plus...These lists do not take into consideration the hundreds and thousands of products or services within each of these above-listed classifications.

We typically show this list to those clients that do not know the value of their product or service - It tends to change their mind, QUICKLY!

Tip: Chances are if you can sell your product or service to another business you can probably sell it to the government too!

If you or someone you know owns a business that sells one of the services or products listed above, we urge you to invite them to check out the [GovSuccess Program](#), call us at (833) GOV-CON4 or schedule a FREE [new client assessment](#) today, by clicking [here](#).

About WeDoContracts! The company takes a results-oriented approach to advancing our mission. Launched in 2015, we are headquartered in Florida and service all of the United States along with some international clients. We have fast become a go-to resource for business leaders who desire to broaden their success in the U.S. federal government arena. Through our GovSuccess Program, we make an impact with targeted strategy customized to our clients business and industry. There is NO cookie cutter here!

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