



U.S. SMALL BUSINESS ADMINISTRATION
WASHINGTON, DC 20416

October 6, 1999

Director of Procurement
Naval Facilities Engineering Command
Northern Division
10 Industrial Highway Mail Stop #82

Dear Director,

The Small Business Administration (SBA) wants to ensure that all Department of Defense's procurement /acquisition offices are aware of the many advantages of the Internet-based *PRO-Net* system.

PRO-Net is an electronic gateway to procurement information -- for and about small businesses. It is a search engine for contracting officers, a marketing tool for small firms and a "link" to procurement opportunities and other relevant information. It is designed to be a "virtual" one-stop procurement-shop.

Of particular interest to DoD procurement specialists is immediate access to profile information on more than 180,000 small businesses. Based on appropriate key words and/or SIC codes, they may quickly identify firms with desired

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capabilities and that are part of special emphasis programs such as minority, Veteran-Owned, Woman-Owned etc. In fact, *PRO-Net* is also the only official on-line source for locating or identifying 8(a), Small Disadvantaged Business (SDB) and HUBZone certified companies.

For firms having websites, purchasing agents may access them to get a more complete idea of the firm's products, services and qualifications.

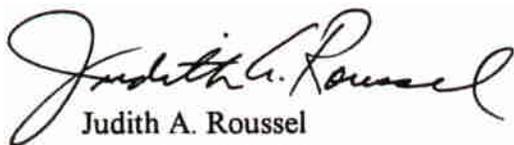
Using the e-mail addresses provided in the profiles, purchasing agents may forward solicitations to or otherwise communicate directly with a number of small firms at one time.

PRO-Net has its own URL. It can be found at <http://pronet.sba.gov>

We have enclosed a comprehensive tutorial on CD. It explains and demonstrates the many facets of the *PRO-Net* system.

Please feel free to contact us by e-mail at pronet@sba.gov if you have any questions concerning the system or if we can be of further assistance.

Sincerely,

A handwritten signature in black ink, reading "Judith A. Roussel". The signature is written in a cursive style with a large initial "J".

Judith A. Roussel
Associate Administrator
for Government Contracting

Enclosure