

# Industry & Procurement Classification Codes (Comparison Guide)

| <u>Code Type</u>   | <u>What It Is</u>  | <u>Who Uses It</u>   | <u>Where You'll See It</u>  | <u>Why It Matters</u>  |
|--|--|--|---|--|
| NAICS (North American Industry Classification System)          | A 6-digit code that classifies what your business does by industry       | Federal government, state agencies, lenders, certifying bodies                       | SAM.gov, SBA certifications (8(a), HUBZone), capability statements, economic data     | Determines eligibility for set-asides, certifications, and which opportunities your business matches |
| PSC (Product Service Codes)                                    | Codes that describe what the government is buying (products or services) | Federal agencies   | SAM.gov solicitations, FPDS, contract award data                                      | Helps match your offerings to federal solicitations and agency purchasing behavior                   |
| UNSPSC (Universal Standard Products & Services Classification) | Global classification system for products and services                   | Corporate buyers, Fortune 500 companies, utilities, healthcare systems, universities | Corporate vendor portals, enterprise procurement systems, supplier diversity programs | Essential for corporate & commercial contracting and supplier onboarding                             |
| NIGP (Commodity Codes)   | Commodity-based codes for state and local purchasing                     | State & local governments (including Michigan)                                       | Michigan SIGMA vendor profiles, state and municipal bid alerts                        | Required to receive bid notifications for state and local opportunities                              |

---

## How These Codes Work Together

- NAICS describes your company
- PSC describes what the federal government buys
- UNSPSC describes what corporate buyers buy
- NIGP drives state and local bid notifications

Most businesses need more than one code system to fully participate in government and corporate contracting.

---

### **Practical Tips for Businesses**

- Use NAICS for registrations, certifications, and capability statements
- Add PSC codes to improve federal opportunity matching
- Include UNSPSC codes when onboarding with corporate or enterprise buyers
- Select NIGP codes carefully in Michigan SIGMA to receive relevant bid alerts

*Disclaimer: Quin-Z helps clients align these codes across platforms to avoid missed opportunities and misclassification.*