

Industry & Procurement Classification Codes — Comparison Guide

Code Type	What It Is	Who Uses It	Where You'll See It	Why It Matters
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.