

U.S. Small Business Administration



Your Small Business Resource

Office of Government Contracting - Area VI

Doing Business with the Federal Government

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Deputy Area Director



Government Contracting Programs

- ◆ Prime Contracts Program
- ◆ Subcontracting Assistance Program
- ◆ Certificate of Competency (COC) Program
- ◆ Size Program
- ◆ Government Surplus Property
- ◆ Natural Resource Sales



Prime Contracts Program

- ◆ Procurement Center Representative (PCR)
- ◆ PCR for Los Angeles area:
 - ❖ M. Leonard Manzanares
 - ❖ Phone: (818) 552-3296
 - ❖ Email: m.manzanares@sba.gov



Subcontracting Assistance Program

- ◆ Commercial Market Representative (CMR)
- ◆ CMR for Los Angeles area:
 - ❖ Marina Laverdy
 - ❖ Phone: (818) 552-3306
 - ❖ Email: marina.laverdy@sba.gov



Getting Started

1. Become familiar with SBA's Office of Government Contracting (GC) Internet Homepage

◆ www.sba.gov/gc



SBA Certification Programs

2. Determine if your firm qualifies for one of SBA's Certification Programs:
 - ◆ 8(a) Business Development (BD) Program
 - ◆ Historically Underutilized Business Zone (HUBZone) Program



Another Set-Aside Program

- ◆ Service-Disabled Veteran-Owned Small Business (SDVOSB) Procurement Program
 - ❖ Self-certification; Do not have get certified to claim SDVOSB status
- ◆ U.S. Department of Veterans Affairs (VA)
 - ❖ Veterans First Program
 - ❖ Vetbiz.gov
 - ❖ Verification



WOSB Federal Contract Assistance Procedures

- ◆ Public Law 106-554 in 2000
- ◆ Created contracting mechanism to increase contract awards to WOSBs
- ◆ Authorizes contracting officers to restrict competition to eligible WOSBs for certain federal contracts in under-represented industries



WOSB Federal Contract Assistance Procedures - continued

- ◆ Sep 2001: SBA completed its initial disparity study to determine eligible industries
- ◆ Oct 2001 thru Mar 2008: Multiple studies conducted to determine eligible industries



WOSB Federal Contract Assistance Procedures - continued

- ◆ Oct 1, 2008, SBA:
 - ❖ Issued Final Rule
 - ❖ Requested comments on two data sets used to develop the rules
 - ❖ Comments were due Oct 31, 2008
- ◆ Jan 12, 2009, SBA re-opened comment period
 - ❖ Comments due March 13, 2009



WOSB Federal Contract

Assistance Procedures - continued

- ◆ Mar 4, 2010, SBA:
 - ❖ Withdrew Oct 1, 2008 proposed rule
 - ❖ Published new comprehensive proposed rule
 - ❖ Requested public comment on proposed rule
 - ◆ Comments due by May 3, 2010
- ◆ SBA received over 1,000 comments
 - ❖ In process of posting & cataloging comments
- ◆ SBA/OGC needs to address comments and then SBA publish final rule



What's next?

3. Obtain a DUNS Number and get Registered:

- ◆ DUNS #: Dun & Bradstreet (D&B)
- ◆ CCR: Central Contractor Registration
 - ❖ Supplemental Pages (aka SBA Profile)
- ◆ ORCA: Online Representations and Certifications Application



What's next?

4. Identify your product or service codes
 - ◆ North American Industry Classification System (NAICS)
 - ◆ Federal Supply Class (FSC) or National Stock Number (NSN)
5. Identify current federal procurement opportunities: FedBizOpps
 - ◆ www.fbo.gov
 - ◆ Recovery Act Opportunities



Important Steps

6. Familiarize yourself with the government's contracting procedures
 - ◆ FAR & DFARS
7. Investigate Federal Supply Schedule (FSS) contracts with the General Services Administration (GSA)



What if I'm stuck?

8. Seek additional assistance & guidance:
 - ◆ Small Business Development Center (SBDC)
 - ◆ Procurement Technical Assistance Center (PTAC)
 - ◆ Small Business Specialist (SBS) or Small & Disadvantaged Business Utilization Specialist (SADBUS)
 - ◆ SBA: PCRs & CMRs



What if I'm not ready for a Prime Contract?

9. Explore Subcontracting Opportunities
 - ◆ Find Large Prime Contractors
 - ❖ *SUB-Net*
 - ◆ Key point of contact: Small Business Liaison Officer (SBLO)
 - ◆ Traditional Subcontracting vs. Teaming or Joint Ventures (JVs)
 - ◆ Become part of team: Must Add Value



Almost done...

10. Investigate other federal programs:
 - ◆ Small Business Innovative Research (SBIR)
 - ◆ Small Business Technology Transfer (STTR)
 - ◆ Technology-Network (*Tech-Net*)
 - ◆ Mentor-Protégé
 - ❖ Which one? SBA, DOD, NASA, DOE, DOT
11. Accept the government's credit card



Now Am I done?

◆ MARKET!

◆ MARKET!

◆ MARKET!



Your SBA GC point-of-contact:

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