



Doing Business with the Federal Government

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How many of you are currently doing business with the Federal Government?

- 1) I am currently doing Government work
- 2) I have done Government work in the past
- 3) I have worked as a subcontractor to the Government
- 4) I have never done Government work

\$1.5B: The Big “Cheese”



First Thing To Do

- Obtain a Data Universal Number System (DUNS) Number

www.dnb.com/us

- *DUNS Number can be obtained free-of-charge at time of SAM registration (see next slide)*



Register Your Business

- System for Award Management (SAM)
 - www.sam.gov
 - Must keep current (updated at least annually)
- Replaces both Central Contractor Registration Database (CCR) (www.ccr.gov) and Online Representations and Certifications Application (ORCA) (<https://orca.bpn.gov/>)
- Will eventually include other systems as well – single point of entry for federal contracting

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GSA Schedules

- Investigate GSA Schedule Contracts
 - Contracts with no dollars committed
 - Most terms negotiated up front
- Become a GSA schedule contractor

www.gsa.gov

Joint Ventures & Teams

- Investigate Joint Venture/Teaming Arrangements
 - Excluded from affiliation – 13 CFR 121.103(f)(3)
 - “bundled” requirement
 - other than a “bundled” requirement

Market Your Firm

- Present your capabilities directly to the federal activities and large prime contractors that buy your products and services
- Attend procurement conferences and business expos
- Attend Business Matchmaking events

Poll Question

Are your certifications current?

- I have just registered in the System for Award Management (SAM)
- I have updated my SAM in the past year
- I have not updated my SAM in more than a year
- I am not in SAM

Subcontracting Opportunities

- Directory of Large Prime Contractors

<http://www.sba.gov/category/navigation-structure/contracting/contracting-opportunities/sub-contracting/subcontracting-opportunities-directory>

- System for Award Management (www.sam.gov)

- Search by NAICS

- Use this list to search Federal Procurement Data System (www.fpds.gov)

- FPDS identifies companies winning contracts

- SUB-Net

<http://web.sba.gov/subnet>

Federal Contract Certifications

- **Self-Certifications**

 - Small Business – NAICS Codes

 - Woman-owned Business

 - Veteran-owned Business

 - Service Disabled Veteran-owned Business

 - Small Disadvantaged Business (SDB)

- **Formal Certification Programs**

 - 8(a) Business Development

 - HUBZone

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Small Business

- Determined by North American Industrial Classification System (NAICS) Code
- Employees or Net Worth
- 23% of Federal Procurement
- Radio button in SAM (ORCA)

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WOSB Program

- Two parts: WOSB and EDWOSB (Economically Disadvantaged)
- Pure Set-Aside – no sole source contracts available
- No maximum contract value
- Not all NAICS codes are eligible
- Can self-certify or use a third-party certifier
- FAR 19.15



Veteran's Program

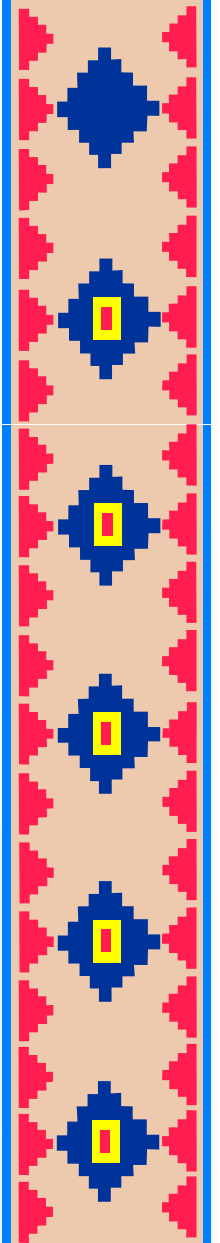


Service Disabled Veteran Owned Small Business

- Applies to purchases over \$3,000
- Self Certified on SAM
 - **VA determines Service Disability**
- No term limits
- Competitive and sole-source program benefits
- Subcontracting and Prime Contracting goals
- FAR 19.14

Small Disadvantaged Business

- Minority-Owned Business
 - Black American
 - Native American
 - Hispanic American
 - Subcontinent Asian American
 - Asian American
- Self-Certify in SAM



Formal Certifications

- **Requires SBA Approval**
 - **8(a)** - Socially and economically disadvantaged firms enrolled in a 9-year business development program.
 - **HUBZone** - Small businesses located in areas identified as historically underutilized business zones, and with 35% of its employees living in HUBZones.

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8(a) Overview

- Applies to all purchases
- Must be certified by the SBA
- Non-competitive and competitive program
- 9-year term - no renewals
- All 8(a) firms are SDBs
- Award must be made at fair market price
- FAR 19.8

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HUBZone Program

- Applies to purchases over \$3,000
- Must be certified by SBA - no term limits
- Recertification required every 3 years
- Competitive and sole-source program benefits
- 10% price evaluation preference
- Principal office must be in a HUBZone
- 35% of employees must live in a HUBZone
- FAR 19.13



Know the Rules



Federal Acquisition Regulations (FAR)

www.acquisition.gov/far

- Subpart 8.4 – Federal Supply Schedules
- Part 13 – Simplified Acquisitions
- Part 14 – Sealed Bidding
- Part 15 – Contracting by Negotiation
- Part 19 – Small Business Programs

Seek Additional Assistance

- Procurement Technical Assistance Center (PTACs) www.sellingtothegovernment.net
- Small Business Specialists www.osdbu.gov
- Local District Offices and Resource Partners
 - www.sba.gov
 - Local Small Business Development Centers
 - SCORE www.score.org
 - Women's Business Development Centers <http://www.onlinewbc.gov/>

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SBA Assistance Programs

- Federal Agency Contract Goal Program
- Procurement Marketing (FBO & SUB-Net)
- Certificate of Competency Program (COC)
- Size Program – NAICS Information

Things To Remember

■ **Certifications**

- **SB**
- **SDB**
- **8(a)**
- **SDVOSB**
- **HUBZone**
- **WOSB**

Helpful Web Sites

- Agency Small & Disadvantaged Business Utilization Offices

www.osdbu.gov

- Procurement and Technical Assistance Centers

www.sellingtothegovernment.net

- Small Business Development Centers

www.sba.gov/sdbc/

- SBA's Government Contracting Page

www.sba.gov/GC

More Helpful Web Sites

- SBA's Home Page: www.sba.gov
- Government Contracting: www.sba.gov/GC **

Site includes links to all major government contracting programs discussed here, plus much, much more.