



U.S. Small Business
Administration

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SBA's Role in Federal Contracting

Procurement Center Representative PCR

- Covers Federal Agencies in Oklahoma
- Ensures those Agencies are utilizing Small Business concerns
- Works with those Agencies to build a strong Small Business base for contracting
- Trains Agencies, PTACs, OSBDCs, SBs
- Counsels SBs
- Surveillance Reviews, COCs, Size Protests

Doing Business with the Federal Government

- Assess your business
- Market Research
- Being a successful contractor

Basic Requirements

- Get proper registrations and ID numbers
- Meet the size standards
- Register in SAM
- Maintain compliance

Registrations and ID Numbers

- DUNS Number
- NAICS Code

Size Standards

- Your business must meet the size requirements set by the SBA.
- A Size standard is assigned to each NAICS code
- Title 13 CFR Part 121.201
- SBA's table of Small Business size standards

SAM

- You must register your business in SAM – System for Award Management
- Certify eligibility for contracts under SBA's contracting programs:
 - Small Disadvantaged Business (SDB) or 8(a)
 - Woman Owned Small Business (WOSB)
 - Service Disabled Veteran Owned Small Business (SDVOSB)
 - Historically Underutilized Business Zone (HUBZone)

Compliance

- Comply with all laws and regulations
 - Federal Acquisition Regulation (FAR)
 - Title 13 CFR Part 125

How to Win Contracts

- Find contracts
- Marketing to the Government
- Handling protests

Types of Contracts

- Set-aside contracts for Small Business
- Set-asides for government contracting programs
- Joint Ventures

Governing Rules and Responsibilities

- Business Regulations for Federal Contracting
- Limitations on Subcontracting
- Non-Manufacturer Rule
- Important elements of a Government Contract

Prime and Subcontracting

- Prime Contracting
- Subcontracting with Small Business
- Awards with Subcontracting Plans
- Compliance Reviews
- Subcontractor Compliance
- Subcontract Reporting
- Subcontracting Rules and Regulations
- Training and Education

Other SBA Programs

- **Certificate of Competency – COC**
- **Size – Protests**
- **Contract Terminations**
- **Loan – financial guarantee**
- **Surety Bonds**
- **Economic Development**



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Questions?