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
• 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
Questions?