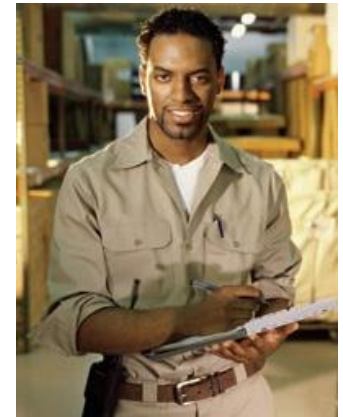


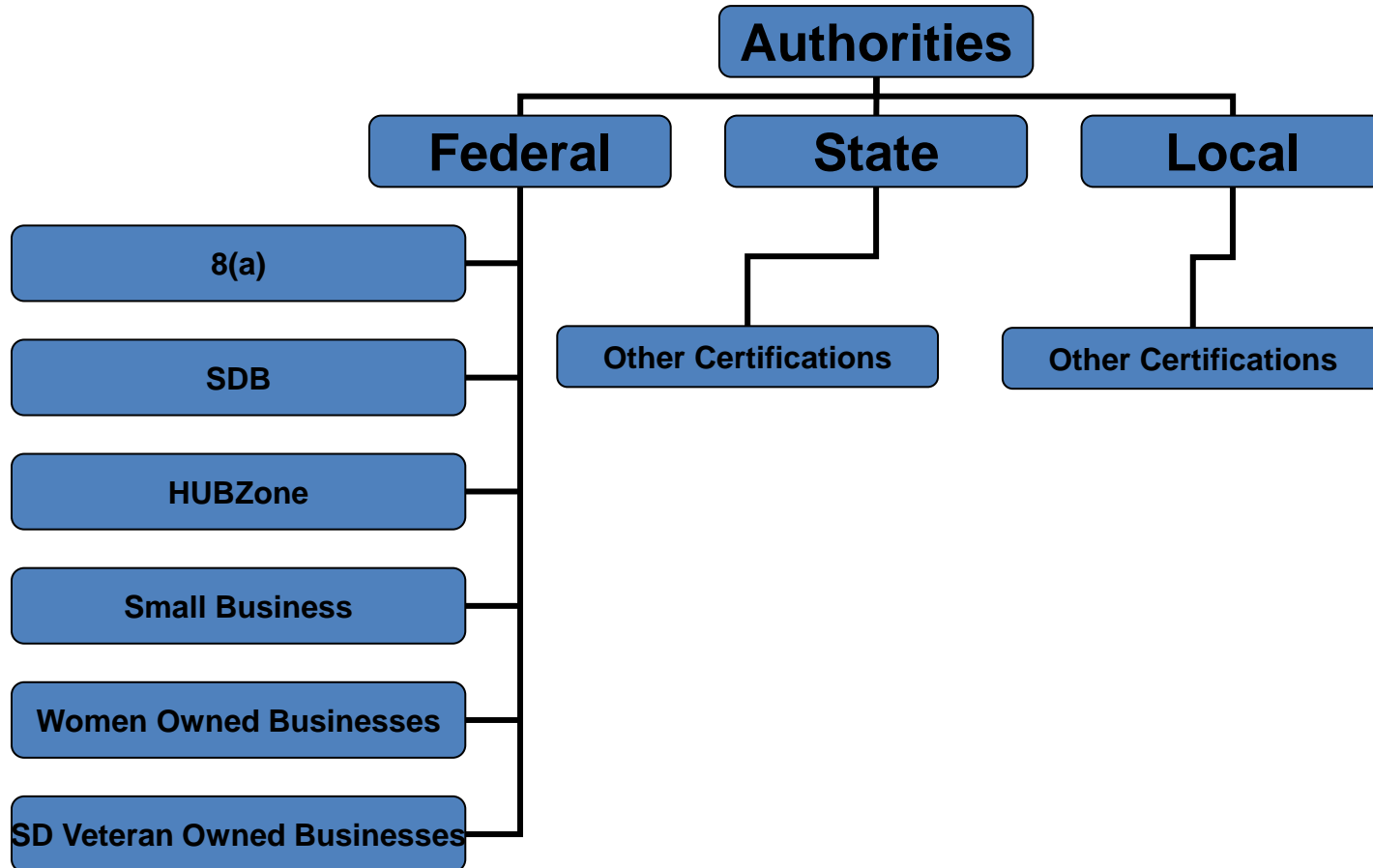
Federal Government Contracting



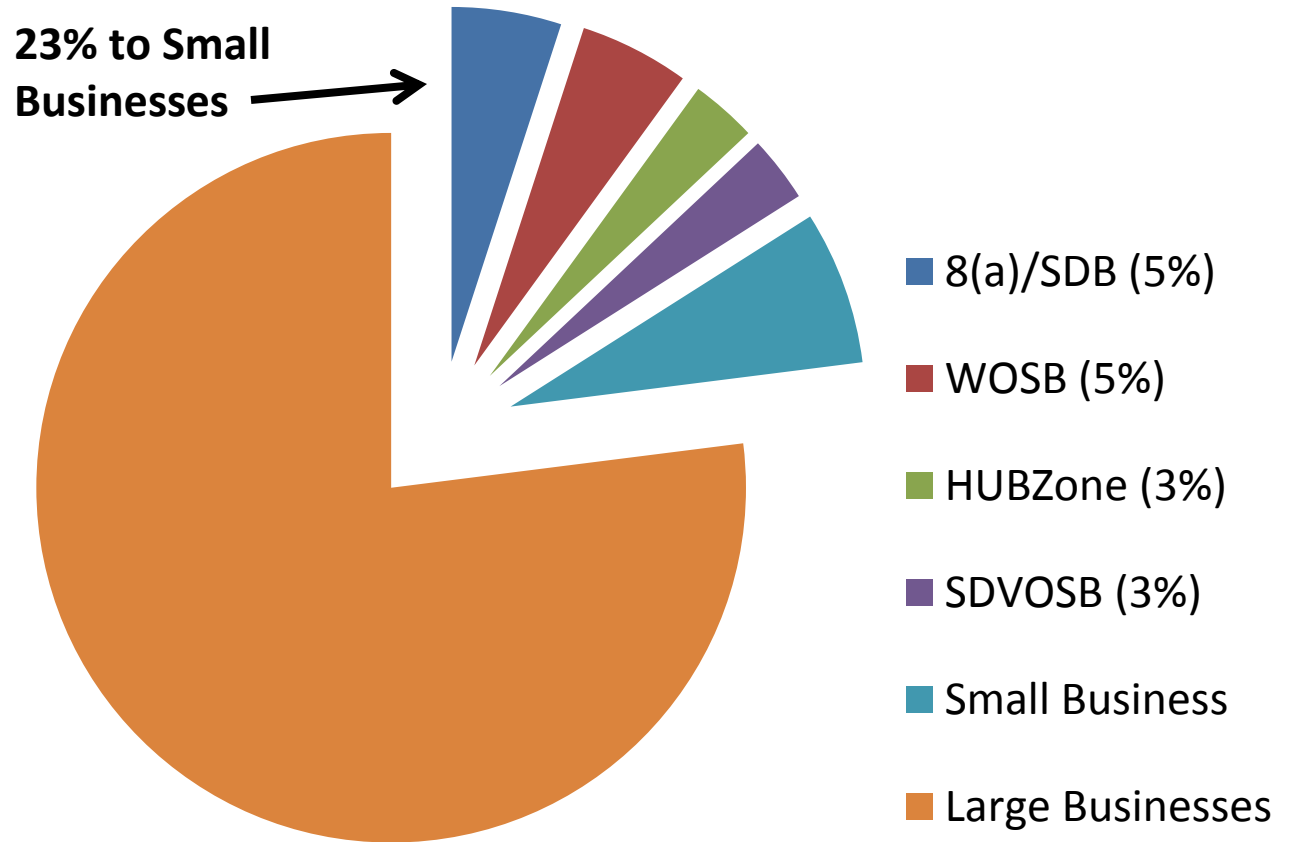
**Helping small businesses to
start, grow and succeed.**



Government Contracting



Small Business Prime Contracting Goals



SBA Small Business Set Asides

- **Contract Value**

- **\$3,500 - \$150,000**

Every federal government purchase with an anticipated value above the micro-purchase threshold of \$3,500, and up to the Simplified Acquisition Threshold (SAT) of \$150,000, is required to be automatically and exclusively set-aside for small businesses. There must be at least two or more (Rule of Two) responsible small business concerns that are competitive in terms of market prices, quality, and delivery for an automatic set-aside to occur.

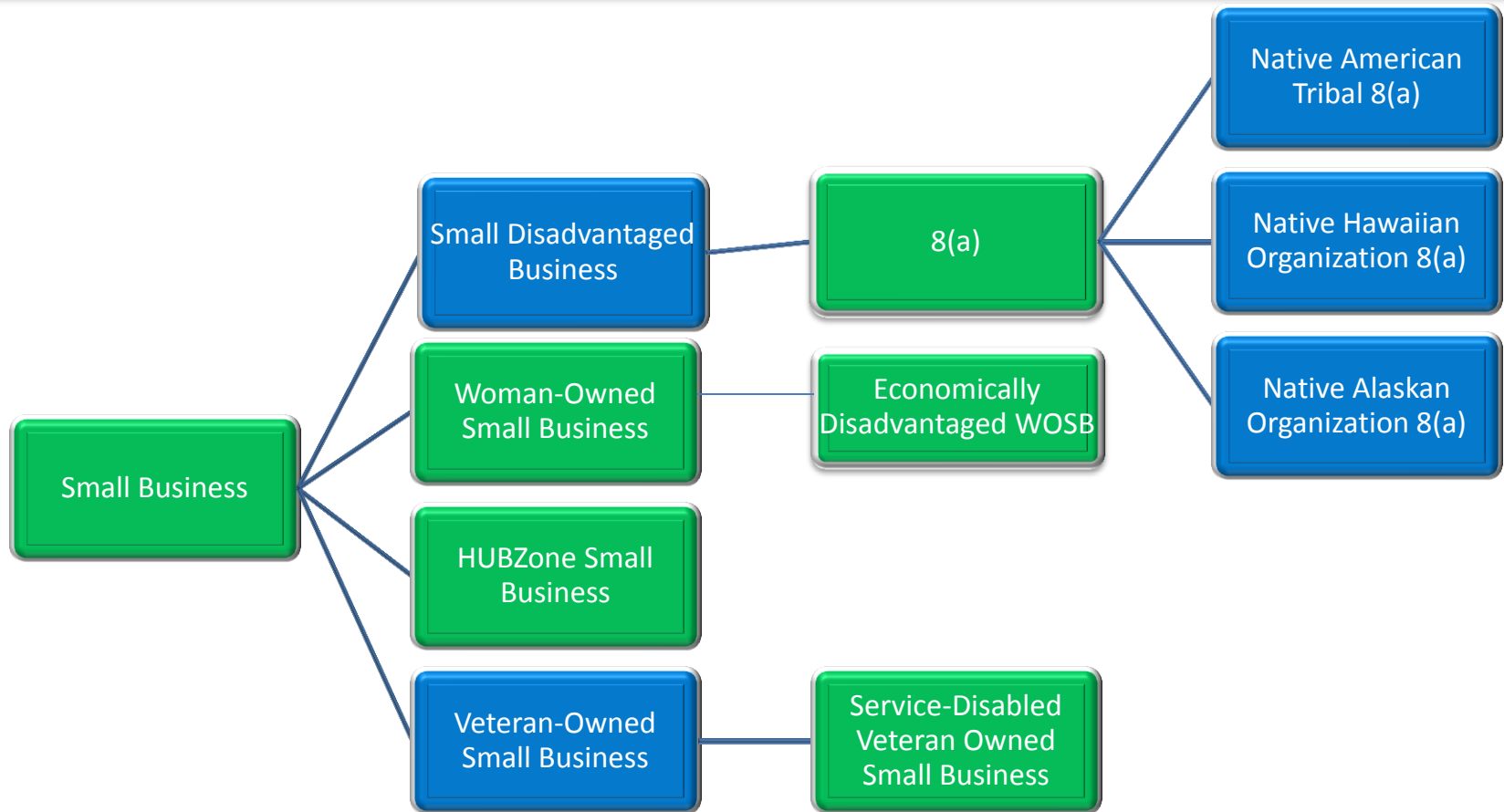
- **\$150,000+**

Contract opportunities above the SAT of \$150,000 shall also be set aside if the Rule of Two is met.

- **\$700,000 or \$1.5M for Construction**

Contracts opportunities over \$700,000 or \$1.5M (for construction), awarded to Other-than-Small-Businesses (OTSBs), must have small business subcontracting plans to the extent there are subcontracting opportunities. A small business subcontracting plan establishes subcontracting goals for small businesses, small disadvantaged businesses, HUBZone, veteran-owned, service-disabled veteran-owned and women-owned small businesses.

SBA Small Business Certification Programs



8(a) Program Overview

- Program Objectives
- Goals
- Certification
- Eligibility Requirements
- Steps

www.sba.gov/8abd

Objectives

- Competing in the federal and private marketplace
- Provide Business Development
- Contracts

www.sba.gov/8abd

Eligibility Requirements

- Ownership/Control
- 9 Year Program
- Good Character
- Potential for Success
- Socially Disadvantaged
- Economically Disadvantaged
- Primary NAICS Code
- Certification by SBA

www.sba.gov/8abd

Steps to Prepare for the 8(a) Application

- Determine your North American Industry Classification Number NAICS number (s) <http://www.census.gov/eos/www/naics/>
- Obtain a Dun and Bradstreet Number (DUNS) <http://fedgov.dnb.com/webform>
- Register with System for Acquisition Management (SAM) www.sam.gov
- Review your SBA Profile at http://dsbs.sba.gov/dsbs/search/dsp_dsbs.cfm
- Ensure you have access to the General Login System https://eweb.sba.gov/gls/dsp_login.cfm

WOSB Program Overview

- Program Objectives
- Goals
- Eligibility
- Repository
- Steps

www.sba.gov/wosb

Objectives

- Increase Contracting Opportunities for WOSBs
- Set-Asides for WOSBs
- Assist agencies in meeting 5% goal

www.sba.gov/wosb

Eligibility

WOSB

- 51% Owned and Controlled
- Meet Small Business Size Standards

EDWOSB

- Personal Net Worth less than \$750K
- Adjust Annual Income of less than \$350K
- All assets below \$6M

www.sba.gov/wosb

Eligibility

- Over 300 (6 digit) NAICS codes are eligible
 - [WOSB Program Applicable NAICS Codes](#)
- Set-Aside Contracts to WOSB/EDWOSB only
 - [Compliance Guide for the WOSB Program](#)

www.sba.gov/wosb

Repository

- Self Certification Forms
 - [WOSB Certification \(SBA Form 2413\)](#)
 - [EDWOSB Certification \(SBA Form 2414\)](#)
 - For EDWOSB ONLY, [SBA Form 413, Personal Financial Statement](#)
- Based upon type of Business Structure Partnership Agreement, Articles of Incorporation, Birth Certificates, By-Laws, Stock Ledger, Voting Agreements etc..
 - [Compliance Guide for the WOSB Program](#)

Steps to HUBZone Certification

- Register with System for Acquisition Management (SAM) www.sam.gov
- Verify you are in a HUBZone
<http://www.sba.gov/content/hubzone-maps>
- Gather Supporting Documents
http://www.sba.gov/sites/default/files/files/HUBZone_Document_Checklist.pdf
- Submit Application On-Line
https://eweb1sp.sba.gov/hubzone/internet/general/dsp_enter_application.cfm?null=1236867264012

SDVOSB Program Overview

- Objectives
- Goals
- Eligibility (includes Veterans First program)
- Steps

<http://www.sba.gov/sdvosb>

Objectives

- Increase Contracting Opportunities for SDVOSBs
- Set-Asides for SDVOSBs
- Assist agencies in meeting 3% goal

<http://www.sba.gov/sdvosb>

SDVOSB Program Eligibility

- 51% Owned and Controlled
- Must have Service Connected Disability
- Meet Small Business Size Standards
- Self-Certification through System for Award Management (SAM) www.sam.gov

<http://www.sba.gov/sdvosb>

Steps to SDVOSB Certification

- Register with System for Acquisition Management (SAM) www.sam.gov
- Represent SDVOSB Status in SAM
- VA Only- Apply/Certify at
 - www.vetbiz.gov
 - <http://www.va.gov/osdbu/>
 - <http://www.va.gov/osdbu/veteran/vap.asp>
- Compete for SDVOSB Set-Asides or VA Contracts
 - Opportunities at www.fbo.gov

All Small Mentor-Protégé Program

The Small Business Jobs Act of 2010 and the National Defense Authorization Act for Fiscal Year 2013 provided authority for the Small Business Administration to establish mentor-protégé programs for all small businesses.

Rather than creating separate programs for each constituency – [Service Disabled Veteran Owned Businesses](#), [Women Owned Small Businesses](#), [Historically Underutilized Business Zones](#) SBA chose to create a single, all-inclusive mentor-protégé program modeled on the successful mentor-protégé program available to participants in its [8\(a\)](#) program

This new program was established to develop strong protégé firms through mentor-provided business development assistance, and to help protégés successfully compete for government contracts.

The SBA will begin accepting applications for this program on October 1, 2016.

Visit : <https://www.sba.gov> for details



All Small Mentor-Protégé Program

The Mentor Protégé Program is designed to encourage approved mentors to provide various forms of business development assistance to protégé firms.

- A) Management
- B) Technical
- C) Financial in the form of equity investment and/or loans
- D) Subcontracts, Joint Venture Arrangements
- D) Bonding
- Purpose of the program is relationship is to enhance the capabilities of the protégé, assist with meeting goals in business plan, and improve ability to successfully compete for contracts.

Visit : <https://www.sba.gov> for details



Questions ???

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