



U.S. ARMY



# Mission & Installation Contracting Command (MICC) – Dugway Proving Ground (DPG)

Acquisition Small Business Forecast Open House

Mr. A. Jim Keetch

Director, MICC-DPG

[Alfred.j.keetch.civ@mail.mil](mailto:Alfred.j.keetch.civ@mail.mil)



# Welcome to the MICC

**MISSION:** The MICC provides Army commands, installations, and activities with disciplined and responsive contracting solutions and oversight. On order, aligns and provides Contracting Forces to enable Army Unified Land Operations.

**VISION:** We do the right thing every day and are known as the Army's premier contracting organization.



**BG William M. Boruff**  
Commanding General





# Agenda

- ✓ **MICC DPG Director – Opening Remarks**
- ✓ **DPG Commander**
- ✓ **IMCOM Garrison Manager**
- ✓ **Utah Procurement Technical Assistance Center (PTAC)**
- ✓ **MICC Small Business Professional**
- ✓ **DPG Requirement Forecast**
- ✓ **Questions and Answers Session**
- ✓ **Open Vendor Fair: Visit Information Booths /  
Networking Opportunity**





# COL Brant Hoskins

## Dugway Proving Ground Commander





# Mr. Aaron Goodman

## Dugway Proving Ground IMCOM Garrison Manager





# Mr. Chuck Spence

Utah Procurement Technical  
Assistance Center  
Program Director



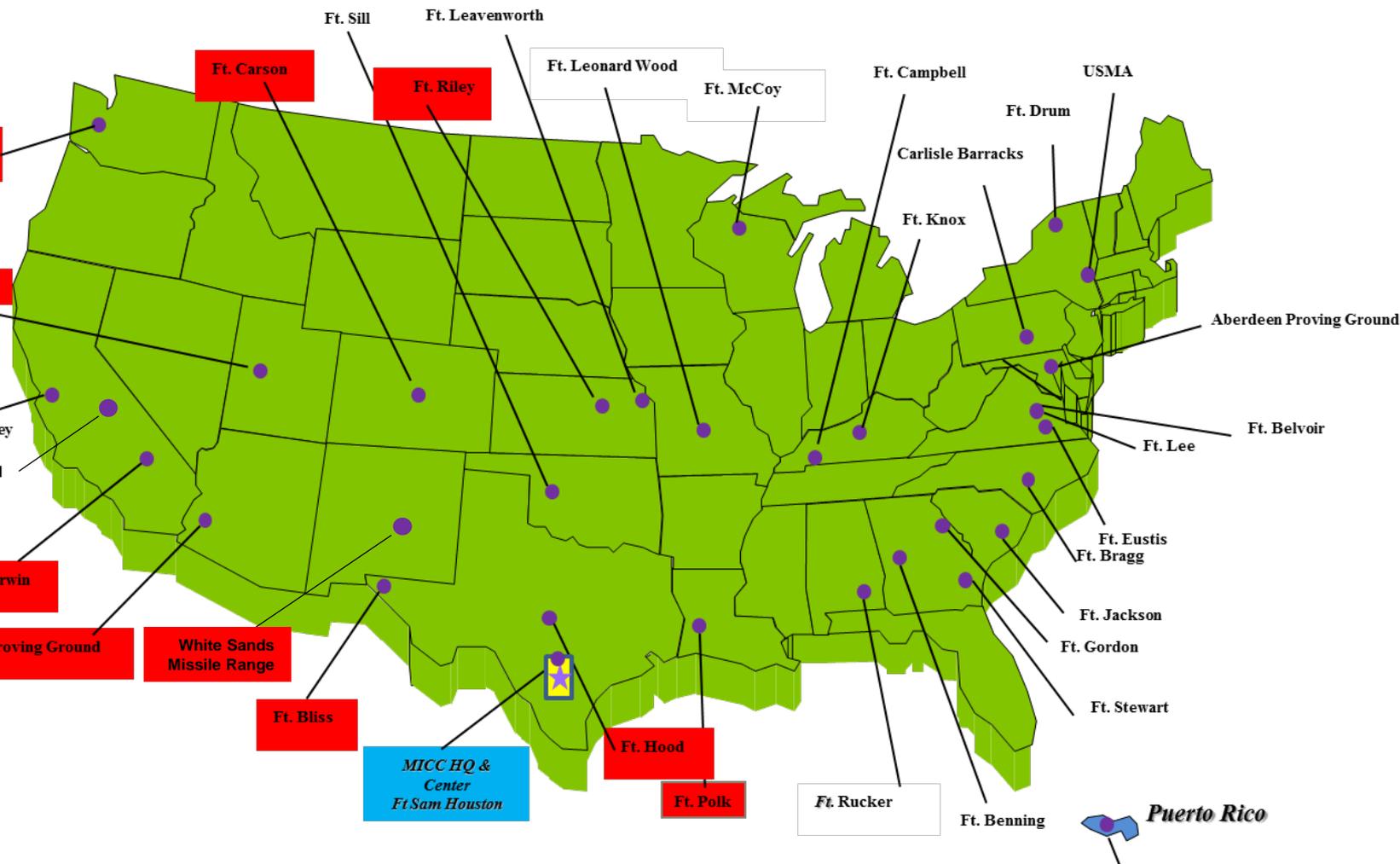


# Ms. Angela Arwood-Gallegos

## MICC-DPG Small Business Program Small Business Professional



# MICC Installations



<https://www.micc.army.mil/small-business.asp>





# Pursuing Opportunities (1 of 5)

- **You must register your business before you can pursue awards with the Federal Government:**
  - ✓ If you need assistance with this process, contact your nearest Procurement Technical Assistance Center (PTAC)
- **Look at the MICC Acquisition Forecast**
  - ✓ Go to <https://www.micc.army.mil/small-business.asp>
  - ✓ Select the “business opportunities” tab
  - ✓ Click the “MICC Advanced Acquisition Plan” link
- **Knowledge is empowering**
  - ✓ Federal Acquisition Regulation (FAR)
  - ✓ Defense Federal Acquisition Regulation Supplement (DFARS)
  - ✓ Army Federal Acquisition Regulation Supplement (AFARS)
  - ✓ These regulations can be accessed at <http://farsite.hill.af.mil/>





# Pursuing Opportunities (2 of 5)

- **Marketing Sets the Pace**

- ✓ Know your Federal Supply Class or Service Codes (FSC/SVC) and North American Industry Classification System (NAICS) code for your products and/or services.
- ✓ Respond to Sources Sought Notices and Requests For Information (RFI).
- ✓ Develop a Capabilities Letter and Capabilities Brief.
- ✓ Provide your Small Business Professional with a copy of your Capabilities.
- ✓ Maintain your website, System for Award Management (SAM) registration, and keep you Dynamic Small Business Search (DSBS) profile up to date.

- **Work with the SBA to obtain certification or self-certify, as applicable, for all programs you believe you qualify for.**

- ✓ Visit [www.sba.gov](http://www.sba.gov) for more information





# Pursuing Opportunities (3 of 5)

- **Know your customer's product/service requirements**
- **Focus your marketing efforts**
  - ✓ Federal Procurement Data System Next Generation--[www.fpds.gov](http://www.fpds.gov)
  - ✓ FBO.gov
  - ✓ FEDBID.com
  - ✓ MICC Advanced Acquisition Plan--<https://www.micc.army.mil/small-business.asp>
  - ✓ Attend site visits
- **Capabilities brief recommendations**
  - ✓ Keep it concise (preferably 1-3 pages)
  - ✓ Include your DUNS, CAGE, and socioeconomic status(es)
  - ✓ Include contract numbers and dollar value when citing past performance/previous projects





# Pursuing Opportunities (4 of 5)

- **Investigate small business fairs or matchmaking sessions**
  - ✓ Visit <https://www.fbo.gov/> and select “Search Small Business Events”
- **Check Out GSA schedule – is it right for you?**
  - ✓ Federal agencies may use Government-wide Acquisition Contracts (GWAC) and GSA Federal Supply Schedule (FSS) contracts to make purchases. These pre-approved contracts are used to buy commonly used products, services, and solutions. Opportunities are rarely announced on FedBizOpps, but are normally competed among pre-qualified vendors already under contract. [www.gsa.gov](http://www.gsa.gov)
- **Explore Subcontracting Opportunities**
  - ✓ Subcontracting opportunities through Prime contracts is a large secondary market
  - ✓ SBA Sub-Net is a resource on which Prime contractors can post subcontracting opportunities-<http://web.sba.gov/subnet/>.
  - ✓ Establish relationships with prime contractors





# Pursuing Opportunities (5 of 5)

- **Know the resources available to assist you**
  - ✓ Procurement Technical Assistance Centers (PTACS) are located in most states and provide small business concerns with information on how to do business with the Government
  - ✓ SBA has several Business Resource Partners
  - ✓ MICC Small Business Professionals are normally available to provide information on how to do business with the Government as well as have some site specific information.
  - ✓ Vendors are not authorized to market “door-to-door” to units/activities.





# Procurement Opportunities –DODAAC's

DODAAC's for searching procurement opportunities on [www.fbo.gov](http://www.fbo.gov):

- ❖ MICC-Bliss, TX: W911SG
- ❖ MICC-Carson, CO: W911RZ
- ❖ MICC-DPG, UT: W911S6
- ❖ MICC-Hood, TX: W91151
- ❖ MICC-Irwin, CA: W9124B
- ❖ MICC-JBLM, WA: W911S8
- ❖ MICC-Polk, LA: W9124E
- ❖ MICC-Riley, KS: W911RX
- ❖ MICC-WSMR, NM: W9124Q
- ❖ MICC-Yuma, AR: W9124R





# Mandatory Sources

- **CHESS (Computer Hardware Enterprise Software Solutions)**
  - ✓ Designated source for computer hardware / software
  - ✓ CHESS waiver required if procuring outside of CHESS
  - ✓ Services are highly encouraged through CHESS but not mandatory
  
- **OTHER MISC. MANDATORY SOURCES:**
  - ✓ Federal Prison Industries
  - ✓ GPC: Envision/Army DoD E-Mall/FSSI (GSA Advantage)





# FY17 Top 6

<u>NAICS</u>	<u>DESCRIPTION</u>	<u>2017 OBLIGATIONS</u>
54	Professional & Technical Services (R&D Test Support, Field Support, IT Data Support, C4IM)	\$22.7M
56	Administrative, Support, Waste Mgmt, Remediation Services (Facility Support, Environmental Support, Janitorial Support, Solid Waste)	\$14.2M
23	Construction (Propane, Building Remodel, Electrical)	\$3.8M
33	Manufacturing (Computer Products, and Electronic Equipment, Machinery, Furniture)	\$3.6M
81	Other Services (Repair / Maintenance, Laundry Services, Religious Support)	\$885K
51/53	Information/Rental and Leasing (Cellular, Tent Rental, Vehicle Leasing)	\$307K





# FY18 Socioeconomic Goals & Accomplishments

Category	3 <sup>rd</sup> Qtr Goals	3 <sup>rd</sup> Qtr Accomplishments
Small Business	32.10%	54.53%
Small Disadvantaged Business	21.00%	34.70%
Service Disabled Veteran Owned SB	0.01%	1.94%
Woman Owned SB	0.01%	8.98%
HUBZone	0.01%	1.79%





## **Angela R. Arwood (Gallegos)**

**Small Business Professional for  
MICC-Dugway Proving Grounds,  
MICC-Fort Carson,  
and MICC-Polk**

**(719)526-6634**

**angela.r.arwood.civ@mail.mil**

**Please send me an email and include your Company  
Capabilities Letter and the requirement you are interested in pursuing  
when requesting a meet.**





# Fiscal Year 2018 MICC DPG Forecasted Requirements





# ADVISORY

**The information provided is to assist you in preparing your business plan for the upcoming fiscal years and assessing whether you may be interested in submitting an offer/bid in response to a solicitation for such a requirement.**

- MICC cannot guarantee that it will issue a solicitation for the exact requirement or within the same range of value for the current contract price.
- Moreover, this information does not constitute sensitive source selection materials nor is it intended to provide any potential offeror/bidder any type of competitive advantage should MICC issue a solicitation for the requirement.
- If you have additional questions, please contact the designated contracting officer.





# Dugway Major Customers & Divisions

- **Installation Management Command (IMCOM)**
  - Directorate of Public Works
  - Directorate of Emergency Services
  - Department of Plans, Training Mobilization and Security
- **Army Test & Evaluation Command (ATEC) West Desert Test Center (WDTC)**
  - Chemical Test Division
  - Special Program Division
  - Test Support Division
  - Data Management Division
  - Operations Division
  - Meteorology Division
- **Program Management Unmanned Aircraft Systems (PMUAS) – Rapid Integration Acceptance Center (RIAC)**
- **Army Sustainment Command (ASC) Logistics Readiness Center (LRC)**
- **Network Enterprise Technology Command (NETCOM)**





# DPW - Construction

- ✓ **Supported Activity: Directorate of Public Works**
- ✓ **Estimated Start Date: July 2018**
- ✓ **Place of Performance: Dugway Proving Ground, Utah**
- ✓ **Requirement: Child Development Center (CDC) Renovation**
- ✓ **Anticipated NAICS: TBD, Sector 23 - Construction**
- ✓ **Current Contract Information:**
  - Contract Number: N/A
  - Contractor: N/A
  - Total Contract Value: \$500 - \$750K
  - Period of Performance: TBD
  - Type of set-aside / Extent Competed: 8(a) sole source
  - KO: Jim Keetch, 435-831-2362
  - SBS: Angela Arwood, 719-526-6634, [angela.r.arwood.civ@mail.mil](mailto:angela.r.arwood.civ@mail.mil)





# DPW - Construction

- ✓ **Supported Activity: Directorate of Public Works**
- ✓ **Estimated Start Date: July 2018**
- ✓ **Place of Performance: Dugway Proving Ground, Utah**
- ✓ **Requirement: Repair Fire Suppression & Ventilation Bldgs. 4026 & 5212**
- ✓ **Anticipated NAICS: TBD, Sector 23 - Construction**
- ✓ **Current Contract Information:**
  - Contract Number: N/A
  - Contractor: N/A
  - Total Contract Value: \$250 - \$500K
  - Period of Performance: TBD
  - Type of set-aside / Extent Competed: TBD based on results of Sources Sought
  - KO: Jim Keetch, 435-831-2362
  - SBS: Angela Arwood, 719-526-6634, [angela.r.arwood.civ@mail.mil](mailto:angela.r.arwood.civ@mail.mil)





# DPW - Construction

- ✓ **Supported Activity: Directorate of Public Works**
- ✓ **Estimated Start Date: July 2018**
- ✓ **Place of Performance: Dugway Proving Ground, Utah**
- ✓ **Requirement: Standby Generator Bldg. 4015 Fire Department Staging Area**
- ✓ **Anticipated NAICS: TBD, Sector 23 - Construction**
- ✓ **Current Contract Information:**
  - Contract Number: N/A
  - Contractor: N/A
  - Total Contract Value: \$50K - \$100K
  - Period of Performance: TBD
  - Type of set-aside / Extent Competed: TBD based on Market Research
  - KO: Jim Keetch, 435-831-2362
  - SBS: Angela Arwood, 719-526-6634, [angela.r.arwood.civ@mail.mil](mailto:angela.r.arwood.civ@mail.mil)





# DPW - Construction

- ✓ **Supported Activity: Directorate of Public Works**
- ✓ **Estimated Start Date: July 2018**
- ✓ **Place of Performance: Dugway Proving Ground, Utah**
- ✓ **Requirement: Ambulance Garage**
- ✓ **Anticipated NAICS: TBD, Sector 23 - Construction**
- ✓ **Current Contract Information:**
  - Contract Number: N/A
  - Contractor: N/A
  - Total Contract Value: \$700K - \$750K
  - Period of Performance: TBD
  - Type of set-aside / Extent Competed: TBD based on Market Research
  - KO: Jim Keetch, 435-831-2362
  - SBS: Angela Arwood, 719-526-6634, [angela.r.arwood.civ@mail.mil](mailto:angela.r.arwood.civ@mail.mil)





# DPW - Construction

- ✓ **Supported Activity: Directorate of Public Works**
- ✓ **Estimated Start Date: July 2018**
- ✓ **Place of Performance: Dugway Proving Ground, Utah**
- ✓ **Requirement: Overhead Doors Bldg. 4357 Motor Pool**
- ✓ **Anticipated NAICS: TBD, Sector 23 - Construction**
- ✓ **Current Contract Information:**
  - Contract Number: N/A
  - Contractor: N/A
  - Total Contract Value: \$100K - \$150K
  - Period of Performance: TBD
  - Type of set-aside / Extent Competed: TBD based on Market Research
  - KO: Jim Keetch, 435-831-2362
  - SBS: Angela Arwood, 719-526-6634, [angela.r.arwood.civ@mail.mil](mailto:angela.r.arwood.civ@mail.mil)





# DPW - Construction

- ✓ **Supported Activity: Directorate of Public Works**
- ✓ **Estimated Start Date: July 2018**
- ✓ **Place of Performance: Dugway Proving Ground, Utah**
- ✓ **Requirement: Replace Central Roof-Top HVAC Bldg. 4531**
- ✓ **Anticipated NAICS: TBD, Sector 23 - Construction**
- ✓ **Current Contract Information:**
  - Contract Number: N/A
  - Contractor: N/A
  - Total Contract Value: \$600K - \$650K
  - Period of Performance: TBD
  - Type of set-aside / Extent Competed: TBD based on Market Research
  - KO: Jim Keetch, 435-831-2362
  - SBS: Angela Arwood, 719-526-6634, [angela.r.arwood.civ@mail.mil](mailto:angela.r.arwood.civ@mail.mil)





# DPW - Services

- ✓ **Supported Activity: Directorate of Public Works**
- ✓ **Estimated Start Date: Dec 2018**
- ✓ **Place of Performance: Dugway Proving Ground, Utah**
- ✓ **Requirement: Asbestos Survey and Abatement**
- ✓ **Anticipated NAICS: 562990**
- ✓ **Current Contract Information:**
  - Contract Number: N/A
  - Contractor: N/A
  - Total Contract Value: TBD
  - Period of Performance: TBD
  - Type of set-aside / Extent Competed: TBD based on Market Research
  - KO: Jim Keetch, 435-831-2362
  - SBS: Angela Arwood, 719-526-6634, [angela.r.arwood.civ@mail.mil](mailto:angela.r.arwood.civ@mail.mil)





# DPW - Services

- ✓ **Supported Activity: Directorate of Public Works**
- ✓ **Estimated Start Date: November 2018**
- ✓ **Place of Performance: Dugway Proving Ground, Utah**
- ✓ **Requirement: Refuse Collection**
- ✓ **Anticipated NAICS: 562111**
- ✓ **Solicitation Number: W911S6-18-R-0002**
- ✓ **Current Contract Information:**
  - Contract Number: W911S6-14-D-0001
  - Contractor: Hamilton Alliance
  - Total Contract Value: \$1.8M – 5 Years
  - Period of Performance: 30 Nov 2014 to 29 Nov 2019
  - Type of set-aside / Extent Competed: 8(a) Direct Award based on results of Sources Sought
  - KO: Paul Frailey, 435-831-2587
  - SBS: Angela Arwood, 719-526-6634, [angela.r.arwood.civ@mail.mil](mailto:angela.r.arwood.civ@mail.mil)





# DPW - Services

- ✓ **Supported Activity: Directorate of Public Works**
- ✓ **Estimated Start Date: January 2019**
- ✓ **Place of Performance: Dugway Proving Ground, Utah**
- ✓ **Requirement: Custodial Services**
- ✓ **Anticipated NAICS: 561720**
- ✓ **Solicitation Number: W911S6-18-R-0003**
- ✓ **Current Contract Information:**
  - Contract Number: W911S6-16-C-0002
  - Contractor: Commercial Custodial Services, LLC
  - Total Contract Value: \$3.6M – 3 Years
  - Period of Performance: 31 Jan 2016 to 30 Jan 2019
  - Type of set-aside / Extent Competed: 8(a) Direct Award based on results of Sources Sought
  - KO: Paul Frailey, 435-831-2587
  - SBS: Angela Arwood, 719-526-6634, [angela.r.arwood.civ@mail.mil](mailto:angela.r.arwood.civ@mail.mil)





# ATEC - Services

- ✓ **Supported Activity:** ATEC – West Desert Test Center (WDTC)
- ✓ **Estimated Start Date:** March 2019
- ✓ **Place of Performance:** Dugway Proving Ground, Utah
- ✓ **Requirement:** Test Support Services
- ✓ **Anticipated NAICS:** TBD
- ✓ **Current Contract Information:**
  - Contract Number: W911S6-04-C-0002
  - Contractor: Jacobs Technology
  - Total Contract Value: \$318M – 15 Years
  - Period of Performance: 24 Mar 2004 to 23 Mar 2019
  - Type of set-aside / Extent Competed: Large Business
  - KO: Jim Keetch, 435-831-2362
  - SBS: Angela Arwood, 719-526-6634, [angela.r.arwood.civ@mail.mil](mailto:angela.r.arwood.civ@mail.mil)





# ATEC - Services

- ✓ **Supported Activity: ATEC – West Desert Test Center (WDTC)**
- ✓ **Estimated Start Date: September 2018**
- ✓ **Place of Performance: Dugway Proving Ground, Utah**
- ✓ **Requirement: Specialty Gases**
- ✓ **Anticipated NAICS: 325120**
- ✓ **Current Contract Information:**
  - Contract Number: W911S6-13-P-0142
  - Contractor: Praxair
  - Total Contract Value: \$2.4M – 5 Years
  - Period of Performance: 30 Sep 2013 to 29 Sep 2018
  - Type of set-aside / Extent Competed: Large Business
  - KO: Jim Keetch, 435-831-2362
  - SBS: Angela Arwood, 719-526-6634, [angela.r.arwood.civ@mail.mil](mailto:angela.r.arwood.civ@mail.mil)





# ATEC - Services

- ✓ **Supported Activity: ATEC – West Desert Test Center (WDTC)**
- ✓ **Estimated Start Date: September 2018**
- ✓ **Place of Performance: Dugway Proving Ground, Utah**
- ✓ **Requirement: Satellite Broadband Bandwidth and VOIP Line Services**
- ✓ **Anticipated NAICS: 517410**
- ✓ **Current Contract Information:**
  - Contract Number: W911S6-15-P-0083
  - Contractor: VSAT IT & Communications
  - Total Contract Value: \$25K – 3 Years
  - Period of Performance: 01 Aug 2015 – 31 Jul 2018
  - Type of set-aside / Extent Competed: Large Business
  - KO: Jim Keetch, 435-831-2362
  - SBS: Angela Arwood, 719-526-6634, [angela.r.arwood.civ@mail.mil](mailto:angela.r.arwood.civ@mail.mil)





# ATEC - Services

- ✓ **Supported Activity: ATEC – West Desert Test Center (WDTC)**
- ✓ **Estimated Start Date: September 2018**
- ✓ **Place of Performance: Dugway Proving Ground, Utah**
- ✓ **Requirement: MINICAM Services**
- ✓ **Anticipated NAICS: 561621**
- ✓ **Current Contract Information:**
  - Contract Number: W911S6-15-P-0033
  - Contractor: CMS Research
  - Total Contract Value: \$25K – 5 Years
  - Period of Performance: 31 Aug 2015 – 30 Aug 2020
  - Type of set-aside / Extent Competed: Large Business
  - KO: Jim Keetch, 435-831-2362
  - SBS: Angela Arwood, 719-526-6634, [angela.r.arwood.civ@mail.mil](mailto:angela.r.arwood.civ@mail.mil)





# RIAC - Services

- ✓ **Supported Activity: PMUAS - RIAC**
- ✓ **Estimated Start Date: July 2018**
- ✓ **Place of Performance: Dugway Proving Ground, Utah**
- ✓ **Requirement: Flight Crew Services**
- ✓ **Anticipated NAICS: TBD**
- ✓ **Current Contract Information:**
  - Contract Number: N/A
  - Contractor: N/A
  - Total Contract Value: TBD
  - Period of Performance: TBD
  - Type of set-aside / Extent Competed: TBD based on Market Research
  - KO: Monty Kurtz, 435-831-2501
  - SBS: Angela Arwood, 719-526-6634, [angela.r.arwood.civ@mail.mil](mailto:angela.r.arwood.civ@mail.mil)





# SAT Supply Procurement Program (S2P2)

- ✓ MICC's S2P2 program is administered through the FedBid reverse auctioning website by MICC-Ft Drum
- ✓ S2P2 allows DPG end-users to identify, oversee, and interact with industry on requirements under the Simplified Acquisition Threshold (\$150K)
- ✓ S2P2 offers a streamlined approach, quick execution, competitive pricing, and reduced lead time on mission requirements
- ✓ Small businesses can participate in requirements by registering and tracking requirements through FedBid
- ✓ Richard Newby is present at this event to address questions regarding FedBid and MICC S2P2





# Subcontracting Opportunities

## ➤ **Jacobs Technology – Test Support Services (TSS)**

- W911S6-04-C-0002
- General Test and Range Support

## ➤ **Chenega Facilities Management – Base Operations Support Services (BOSS)**

- W911S8-18-D-0014
- Base Operation, maintenance, repair, etc.

## ➤ **ML-TKL Construction – Paving**

- W911S6-17-D-0002
- Horizontal paving, asphalt, and concrete

## ➤ **Job Order Contract (JOC) – Minor Construction**

- Anticipated award date Aug/Sep 2018 timeframe
- Variety of minor construction requirements





# Questions and Answers Session





Thank you for attending the FY18  
MICC DPG Acquisition Forecast Open House  
and your continued support to Dugway.





# Informational Briefs:

- ✓ SBA, Developmental Programs – 8(a) Business Development Program
- ✓ SBA, Government Contracting – Small Business Set-Aside & Socioeconomic Programs
- ✓ FedBid – For Small Businesses





# Utah District Office

Region VIII Administrator, Dan Norberg  
serves Colorado, Montana, North  
Dakota, South Dakota, Utah and  
Wyoming

Director, Marla Trollan  
[utahgeneral@sba.gov](mailto:utahgeneral@sba.gov)

125 South State Street, Rm 2227  
Salt Lake City, UT  
(801) 524-3209

<https://www.sba.gov/offices/district/ut/salt-lake-city>

U.S. Small Business Administration

Your small business resource.

Helping small businesses  
start, grow and succeed.



U.S. Small Business Administration

# SBA

## The Small Business Champion



The U.S. Small Business Administration (SBA) was created in 1953 as an independent agency of the federal government

U.S. Small Business Administration

to aid.  
to counsel.  
to assist.  
to protect the interests.  
of small businesses.

Your small business resource.

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



# what does SBA offer?

---

## 3Cs + D

Counseling  
Capital  
Contracting

Disaster Assistance

Exporting / Online Learning / Advocacy

U.S. Small Business Administration

Your small business resource.

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



## Federal Contracting Facts



U.S. Small Business Administration

Your small business resource.

Helping small businesses  
start, grow and succeed.

### ***DID YOU KNOW...***

- The world's largest buyer of goods and services is the Federal Government, with purchases totaling more than **\$400 Billion Per Year**.
- Contracts exist for every item imaginable, from paper clips to armored tanks
- Federal agencies are required to establish contracting goals, with at least 23 percent of all government buying targeted to small firms.

# SBA



U.S. Small Business Administration

Your small business resource.

Helping small businesses  
start, grow and succeed.

## Prime Contracting Government-Wide Procurement Goals



# SBA

## GET REGISTERED



U.S. Small Business Administration

### *To Conduct Business with the Government*

**MUST** register in <https://www.sam.gov> database at

- Obtain a “DUNS Number” at website (FREE) to identify your business to the federal government.
- After completing SAM (System for Award Management), UPDATE the SBA Profile Link in Dynamic Small Business Search (DSBS)

*Your small business resource.*

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

## Search Records

### Search Tips to Get Started:

- Looking for entity registration records or entity exclusion records in SAM? Use **Quick Search** if you know an entity's Business Name, DUNS Number or CAGE Code. Use **Advanced Search** to structure your search using multiple categories and criteria.
- Are you a Federal government employee? Create a SAM user account with your government e-mail address and log into SAM before searching to see FOUO information and registrants who chose to opt out of the public search.
- Conducting small business-focused research? In addition to what is contained in SAM, small businesses can provide the Small Business Administration (SBA) supplemental information about themselves. Use the [SBA's Dynamic Small Business Search](#) to conduct further market research.
- Trying to find a contractor participating in the Disaster Response Registry? Use the **Disaster Response Registry Search** to locate contractors willing to provide debris removal, distribution of supplies, reconstruction, and other disaster or emergency relief services in the event of a national disaster.

#### QUICK SEARCH:

(Example of search term includes the entity's name, etc.)

DUNS Number Search:

CAGE Code Search:

#### ADVANCED SEARCH:

Use specific criteria in multiple categories to structure your search.



## 8(a) Business Development Program

---



### *What is the 8(a) Business Development Program?*

- Section 8(a) of the Small Business Act of 1953.
- A business development program created to assist small disadvantaged businesses to self-market and compete in the American economy and access the federal procurement market.

U.S. Small Business Administration

Your small business resource.

Helping small businesses  
start, grow and succeed.



## Eligibility Criteria



U.S. Small Business Administration

- ✓ 2 Years in Business in primary NAICS code
- ✓ A Small Business
- ✓ Potential for Success
- ✓ Socially & Economically Disadvantaged
- ✓ U.S. Citizen
- ✓ 51% or More Ownership
- ✓ Good Character

Your small business resource.

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



## SBA May Waive The Two-Year Rule If:



U.S. Small Business Administration

- Have substantial and demonstrated business *management experience*;
- Demonstrated *technical expertise*;
- *Adequate capital* to carry out its business plan;
- *Successful performance* on contracts from governmental and nongovernmental;
- Ability to *obtain personnel, facilities, equipment*, and any other requirements needed to perform such contracts.

Your small business resource.

Helping small businesses  
*start, grow and succeed.*



## Firms **MUST** be Small Based on their Primary NAICS Code, *including affiliates*

---



U.S. Small Business Administration

Size is determined either by:

- average 3 years revenues
- # of employees (manufacturers, dealers, wholesalers)

Your small business resource.

See 13 CFR 121 Size Regulations or visit our  
**website: [www.sba.gov](http://www.sba.gov)**

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



## SOCIAL DISADVANTAGE



U.S. Small Business Administration

**Socially Disadvantaged** individuals are persons who have been subjected to racial or ethnic prejudice or cultural bias because of their identities as members of groups, without regard to individual qualities  
(13 CFR 124.103)

Your small business resource.



Helping small businesses  
start, grow and succeed.



Individuals are presumed to be socially disadvantaged if they are a **U.S. Citizen** and a member of one of the following groups:

U.S. Small Business Administration

- Black American
- Asian Pacific American
- Hispanic American (*includes individuals of Spanish & Portuguese descent*)
- Native American
- Subcontinent Asian American

Your small business resource.

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



Persons not members of designated groups must:



U.S. Small Business Administration

Establish their case by a **preponderance of the evidence**

**What is "Preponderance"?**



Generally, preponderance is evidence of a quality and quantity which leads the decision maker to objectively conclude that the existence or truth of the facts asserted is more probable than not.

Your small business resource.

Helping small businesses  
start, grow and succeed.



## Determining Factors of “Preponderance”



U.S. Small Business Administration

- ✓ Disadvantage may stem from race, ethnic origin, gender, physical handicap, long term environmental isolation, or other similar causes;
- ✓ Must have personally suffered disadvantage in the United States;
- ✓ Must be substantial & chronic;
- ✓ Must have negatively impacted on business advancement.

Your small business resource.

Helping small businesses  
start, grow and succeed.



## Economic Disadvantage



U.S. Small Business Administration

### *Economically Disadvantaged*

*Individuals are socially disadvantaged persons whose ability to compete in the free enterprise system has been impaired due to diminished capital and credit (13 CFR 124.104)*

Your small business resource.



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



## Net Worth Criteria



U.S. Small Business Administration

After excluding the individual's equity in the firm and equity in the primary residence, net worth may not exceed **\$250,000**

### NET WORTH

less legitimate IRA/retirement acct value(s)  
 less equity in primary residence  
 less equity in business  
 Equals = ***adjusted net worth***



***Must not exceed \$750,000 for Continued Eligibility***

Funds invested in an Individual Retirement Account (IRA) or other official retirement account that are unavailable to an individual until retirement age without a significant penalty will not be considered in determining an individual's net worth.

Helping small businesses  
start, grow and succeed.



## Ownership, Control & Management



U.S. Small Business Administration

*Whether a company is structured as:*

*Partnership*

*Limited Liability Corporation (LLC)*

*Corporation*

*Sole-Proprietor*

**MUST be at least 51% unconditionally and directly owned  
and controlled by the disadvantaged person(s)**

Your small business resource.



Helping small businesses  
start, grow and succeed.



## The Disadvantaged Individual MUST:



- ✓ Hold the position of President or Chief Executive Officer, Managing Partner or LLC Managing Member
- ✓ Be the highest compensated individual
- ✓ Have managerial/technical expertise
- ✓ Have the ability to:
  - Hire and Fire
  - Set Policies
  - Commit firm to contracts
  - Control Budget and Financial Disbursement
- ✓ Devote Full-time to the operation

U.S. Small Business Administration

Your small business resource.

Helping small businesses  
start, grow and succeed.



## Ownership, Control & Management



Control is **not** the same as ownership, although both may reside in the same person. SBA regards control as including;

- Strategic policy setting exercised by boards of directors,
- Day-to-day management and administration of business operations.

U.S. Small Business Administration

Your small business resource.

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



## Control - Majority Voting Rights



U.S. Small Business Administration

**Participants must maintain majority voting rights...**

*In a concern having a two-person Board of Directors where one individual on the Board is disadvantaged and one is not, the disadvantaged vote **MUST be weighted – worth more than one vote** - in order for the concern to be eligible for 8(a) participation.*

Your small business resource.

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

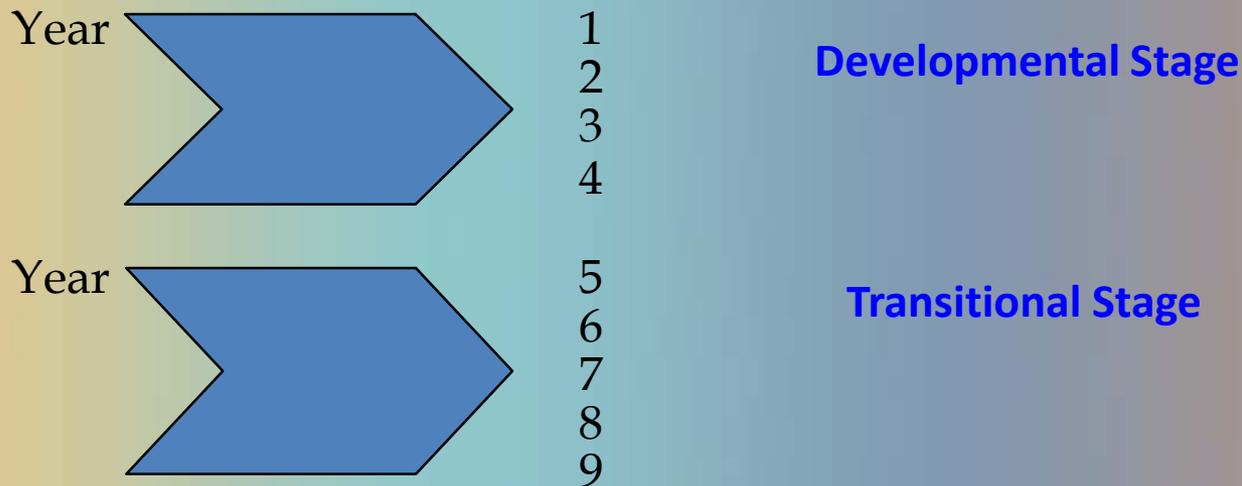


# Term of Participation

START = date of approval



U.S. Small Business Administration



Your small business resource.

*Continuation in the program is dependent on the firm's continuing eligibility as a socially and economically disadvantaged owned/operated firm and continued compliance with the 8(a)BD participation agreement.*

Helping small businesses  
start, grow and succeed.



## Benefits of the 8(a) Business Development Program



U.S. Small Business Administration

### Business Development Assistance

### Federal Contracting Opportunities

- Simplified Acquisition - Under \$150,000
- Sole Source threshold- \$4 Million (Services & Construction) and \$7.0 Million (Manufacturing)
- Competitive 8(a) Contracting Opportunities above the Sole Source threshold amounts
- Mentor/Protégé Opportunities
- Joint Venturing Opportunities

*Your small business resource.*

***The federal government has a goal of awarding  
5% of all dollars for federal prime contracts to  
8(a)-certified small business concerns***

*Helping small businesses  
start, grow and succeed.*



## Where to Send Application



- ✓ 8(a) applicant can now upload supporting docs to [certify.sba.gov](https://certify.sba.gov).
- ✓ Regulatory changes require 8(a) applications be filed electronically.
- ✓ Go the following site:

U.S. Small Business Administration

Your small business resource.

Helping small businesses  
start, grow and succeed.



**SBA will process your application within 90 days of receipt of a complete application package.**

**13 CFR 124.202**



**Utah District Office**  
**125 South State Street, Room 2227**  
**Salt Lake City, Utah 84138**

U.S. Small Business Administration

**District Director**

**Marla Trollan**

**801-524-3200**

**[Marla.Trollan@sba.gov](mailto:Marla.Trollan@sba.gov)**

**Program Support Asst**

**Rachel Bennett**

**801-524-3223**

**[Rachel.Bennett@sba.gov](mailto:Rachel.Bennett@sba.gov)**

**Economic Development Specialist**

**Ian Lorenzana**

**801-524-3218**

**[Ian.Loenzana@sba.gov](mailto:Ian.Loenzana@sba.gov)**

Your small business resource.

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

# SBA

## Small Business Set-Aside & Socioeconomic Programs

---

S. Brent Owens  
Procurement Center Representative (PCR)  
Utah, Montana, and Wyoming  
SBA Office of Government Contracting Area V



# Overview

- ❑ **SBA Small Business Programs Background & SBA Roles**
  
- ❑ **SBA Small Business Set-Aside & Socioeconomic Programs**
  - FAR Part 19 - Small Business Programs and Set-Asides
  
  - FAR Subpart 19.8 - The 8(a) Program
  
  - FAR Subpart 19.13 - Historically Underutilized Business Zone (HUBZone) Program
  
  - FAR Subpart 19.14 - Service-Disabled Veteran-Owned Small Business (SDVOSB) Procurement Program
  
  - FAR Subpart 19.15 - Women-Owned Small Business (WOSB) Program – includes Economically Disadvantaged Women-Owned Small Business (EDWOSB) Program

# SBA Small Business Programs Background & SBA Roles:

## *Small Business Act & CFR Title 13*

### □ **Basis for SBA Programs - Small Business Act (15 U.S.C. 631, et seq.)**

- Implements Congressional Policy to aid, counsel, assist & protect the interests of small business concerns
- Goal of policy is to ensure that a fair proportion of purchases, contracts, & subcontracts be placed with Small Businesses

### □ **Title 13 Code of Federal Regulations (CFR)**

- Title 13 of the CFR deals with business credit and assistance and governs the SBA
- Part 125 of Title 13 covers contracting opportunities for small businesses

# SBA Small Business Programs Background & SBA Roles:

## *National Policy – Small Business*

### Current National Policy

**“It is the policy of the Government to provide maximum practicable opportunities in its acquisitions to small business....”**

**FAR 19.201(a)**

# SBA Small Business Programs Background & SBA Roles:

## *Federal Small Business Goals*

### □ SBA Federal-Wide Statutory Small Business Goals

- 23% Small Business (SB)
- 5% Small Disadvantaged Business (SDB)
  - Includes 8(a)
- 5% Women Owned Small Business (WOSB)
  - Includes EDWOSB
- 3% HUBZone SB
- 3% Service Disabled Veteran Owned SB

# SBA Small Business Programs Background & SBA Roles:

## *Key Roles of SBA in Federal Contracting*

### □ SBA Federal Govt Contracting Key Roles

- Government-wide Small Business Contracting Goals
- Small Business Set-Asides & 8(a) Program
- Certificate of Competency (CoC) Pgm - Business Industrial Specialists
- Size Protests/Size Determinations – Size Specialists
- Procurement and Subcontracting Plan Reviews
- Procurement Center Representatives (PCRs) - Prime Contracts
- Commercial Market Representatives (CMRs) - Subcontracting Assistance
- Industrial Specialist Forestry (Timber Program)

# SBA Small Business Set-Aside & Socioeconomic Programs:

## *Small Business Set-Asides*

### □ **Small Business Set-Asides Defined**

- Federal procurements restricted to participation by only small businesses

### □ **Types of Small Business Set-Asides**

- General Small Business Set-Aside (SB) (all types)
- 8(a) SB Set-Aside
- HUBZone SB Set-Aside
- Service Disabled Veteran Owned SB (SDVOSB) Set-Aside
- Women Owned SB (WOSB) & Economically Disadvantaged Women Owned SB (EDWOSB) Set-Aside

# SBA Small Business Set-Aside & Socioeconomic Programs:

## *Set-Asides & “The Rule of Two”*

### □ Set-Asides & “The Rule of Two”

- \$3,500-\$150,000: “Automatically reserved exclusively for small business...”

FAR 19.502-2(a)

- Over \$150,000: Shall be set aside for small business when there is a reasonable expectation that:

*Rule of Two* “(1) offers will be obtained from at least two responsible small business concerns...”

“(2) award will be made at fair market prices...”

FAR 19.502-2(b)

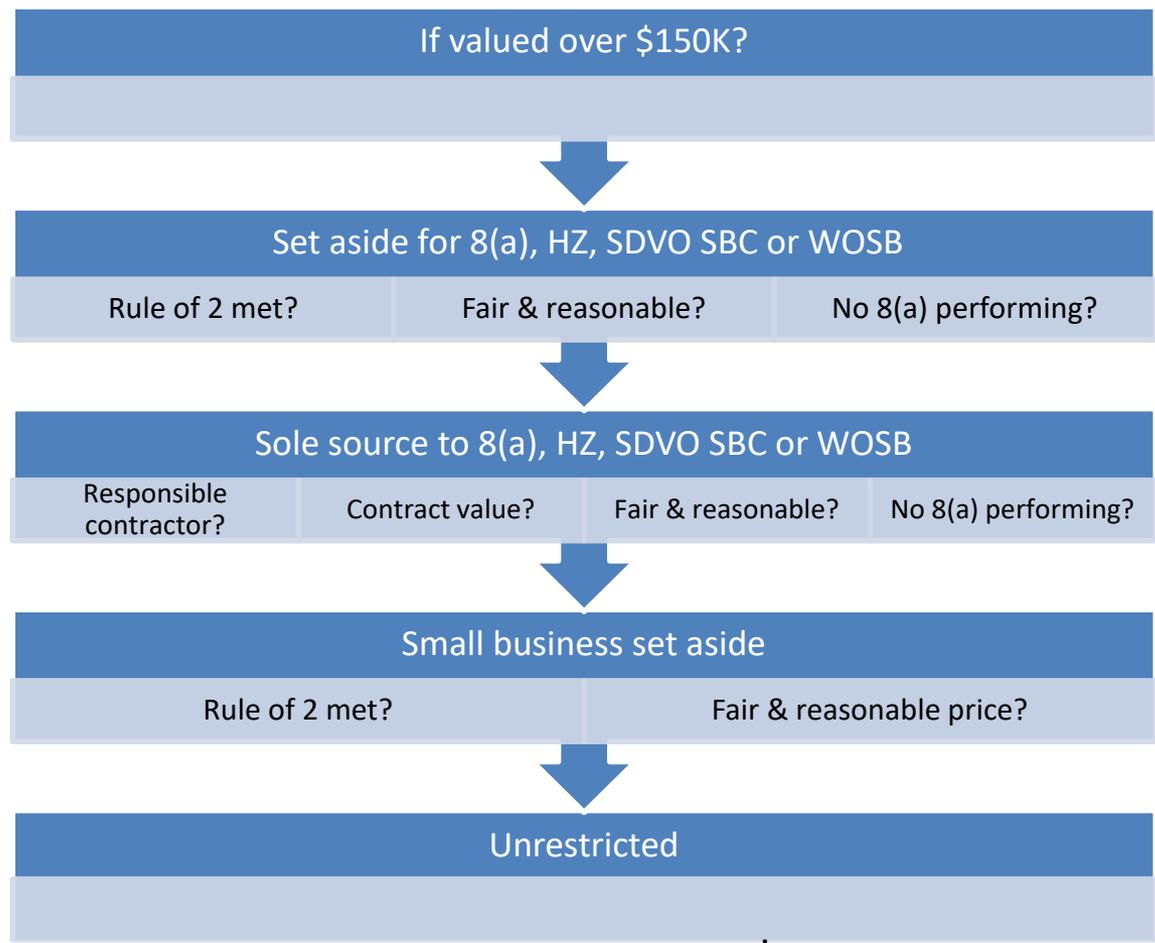
# SBA Small Business Set-Aside & Socioeconomic Programs: *“Order of Consideration” in Set-Asides*

## □ Order of Consideration

- There is no order of precedence for set-asides among the Socioeconomic Programs FAR 19.203(a)
  
- Discretion of the Contracting Officer
  - Previous procurement history
  - Results of market research
  - How agency is doing in meeting its SB goals
  - Input from Agency SB specialist FAR 19.203(d)
  
- However – SB set-asides have priority over acquisitions using full & open competition.  
FAR 19.203(e)

# SBA Small Business Set-Aside & Socioeconomic Programs:

## *Set Aside Considerations*



Consider

- Market research
- Historical data
- SB goal accomplishment

# Small Business Set-Aside & Socioeconomic Programs:

## *8(a) Business Development Program*

- **8(a) Business Development Program** FAR Subpart 19.8, 13 CFR Part 124
  - Socially and Economically disadvantaged small businesses
    - 51% owned/controlled by qualified individuals
  - SBA Certification required. Annual reviews.
    - Business Development and contract assistance
  - All 8(a) firms are SDBs but not all SDBs are 8(a)
  - Sole Source, Competitive Set-Asides, Joint Ventures, Mentor-Protégé arrangement available
  - “Once 8(a), always 8(a)” rule - If a requirement has been accepted by SBA under the 8(a) Program, it must remain in the 8(a) Program unless SBA agrees to its release.

# Small Business Set-Aside & Socioeconomic Programs:

## *HUBZone Program – Background*

- **Historically Underutilized Business Zone (HUBZone) Program**  
**FAR Subpart 19.13 & 13 CFR Part 126**
  - Enacted into law under *Small Business Reauthorization Act of 1997*
  - Encourages economic development in historically underutilized business zones - "HUBZones" - through the establishment of preferences
  - Helps small businesses in urban and rural communities gain preferential access to Federal procurement opportunities

# Small Business Set-Aside & Socioeconomic Programs:

## *HUBZone Program - Overview*

### □ HUBZone Program – Overview of other things to know....

- 51% owned/controlled by US Citizen, Community Development Corp, Agricultural Cooperative or an Indian Tribe
- Principal office must be in a designated HUBZone (see HUBZone maps)
- At least 35% of employees must live in a HUBZone (see HUBZone maps)
- SBA Certification required. Periodic reviews
- 3% government wide goal for HUBZone awards
- Set-Asides restricted to certified HUBZones available
- 10% Price Evaluation Preference (PEP) available

# Small Business Set-Aside & Socioeconomic Programs:

## *HUBZone Program – Certification*

### □ SBA administers the HUBZone Program

- Status as a HUBZone small business concern (SBC) is determined by SBA, pursuant to 13 CFR part 126
- A firm must apply to SBA for HUBZone certification (13 CFR 126.300 to 126.309)
- If SBA determines that a concern is a HUBZone SBC, SBA will issue a certification to that effect and will add the concern to the List of Qualified HUBZone Small Business Concerns at [http://dsbs.sba.gov/dsbs/search/dsp\\_searchhubzone.cfm](http://dsbs.sba.gov/dsbs/search/dsp_searchhubzone.cfm)
- Only firms on the List are HUBZone SBCs and eligible for HUBZone contracting preferences and awards

# Small Business Set-Aside & Socioeconomic Programs:

## *HUBZone Program – Status*

### ❑ Status as a HUBZone Small Business Concern

- To be eligible for a HUBZone contract, a concern must be a HUBZone SBC both at the time it submits its initial offer AND at the time of contract award [13 CFR 126.601(c)]
- A HUBZone SBC may joint venture with one or more other small business concerns or its SBA-approved mentor for the purpose of submitting an offer for a HUBZone contract.

*Note: The joint venture itself need not be certified as a qualified HUBZone SBC.*

# Small Business Set-Aside & Socioeconomic Programs:

## *HUBZone Program – Contract Requirements*

### ❑ Requirements to Bid on HUBZone Contract (13 CFR 126.601)

- When a HUBZone SBC submits its initial offer on a specific HUBZone contract, it must certify to the CO that:
  - It is a certified HUBZone SBC that appears on SBA's List;
  - There has been no material change in its circumstances that could affect its HUBZone eligibility since the date of HUBZone certification;
  - It is a small business under the NAICS code assigned to the procurement; and
  - It will “attempt to maintain” the required percentage of employees who are HUBZone residents during the performance of a HUBZone contract.

# Small Business Set-Aside & Socioeconomic Programs:

## *HUBZone Program – Regulation Quick Reference*

- ❑ **HUBZone Set-Aside Procedures**
  - 13 CFR 126.607, FAR 19.1305
  
- ❑ **HUBZone Set-Aside – Only One Offer or No Offers**
  - FAR 19.1305(c)
  
- ❑ **HUBZone Sole Source Awards**
  - 13 CFR 126.612, FAR 19.1306
  
- ❑ **Set-Aside of Orders**
  - FAR Part 19 Applies [see FAR 16.505(b)(2)(i)(F) and FAR 8.405-5(a)(2)]
  
- ❑ **Price Evaluation Preference (PEP) for HUBZone SBCs**
  - 13 CFR 126.613, FAR 19.1307
  
- ❑ **Nonmanufacturer Rule (NMR)**
  - 13 CFR 126.601, FAR 19.1303

# Small Business Set-Aside & Socioeconomic Programs:

## *HUBZone Program – Additional Information*

### □ HUBZone Program Information:

- <https://www.sba.gov/contracting/government-contracting-programs/hubzone-program>
- <https://www.sba.gov/contracting/government-contracting-programs/hubzone-program/frequently-asked-questions>

### □ HUBZone Maps:

- <https://www.sba.gov/contracting/government-contracting-programs/hubzone-program/hubzone-maps>

# Small Business Set-Aside & Socioeconomic Programs:

## *SDVOSB Program - Background*

- **Service-Disabled Veteran-Owned Small Business (SDVOSB) Pgm**  
FAR Subpart 19.14 & 13 CFR Part 125, Subparts 125-11 to 125-33
  - ***Veterans Entrepreneurship and Small Business Development Act of 1999 (Public Law 106-50)***
    - **3% SDVOSB Goal** - Established an annual government-wide goal of not less than 3% of the total value of all prime contract and subcontract awards for participation by small business concerns owned and controlled by service-disabled veterans.
  - ***Veterans Benefits Act of 2003 (Public Law 108-183)***
    - **SDVOSB Set-Asides** - Section 308 of the Act (Public Law 108-183) established a procurement program for Service-Disabled Veteran-Owned Small Business Concerns (SDVOSBC). This procurement program provides that federal contracting officers may restrict competition to SDVOSB concerns and award a sole source or set-aside contract where certain criteria are met.

# Small Business Set-Aside & Socioeconomic Programs:

## *SDVOSB Program - Eligibility*

### □ SDVOSB Program Eligibility

- The Service Disabled Veteran (SDV) must have a **service-connected disability** that has been determined by the Department of Veterans Affairs or Department of Defense
- The SDVOSB concern must be small under the North American Industry Classification System (NAICS) code assigned to the procurement
- The SDV must unconditionally own 51% of the SDVOSB concern
- The SDV Owner must control the management and daily operations of the SDVOSB concern
- The SDV must hold the highest officer position in the SDVOSB concern

# Small Business Set-Aside & Socioeconomic Programs:

## *SDVOSB Program – Set-Aside Considerations*

### □ **SDVOSB Set Aside Requirements and Exemption**

- **Contracting Officer (CO) may set-aside for SDVOSB if:**
  - The requirement is not exempted from SDVO contracting, the CO considers setting aside the requirement for 8(a), HUBZone, or SDVOSB concern participation before considering setting aside the requirement as a small business set-aside.
  - There is a reasonable expectation that at least two responsible SDVOSB concerns will submit offers; and
  - The award can be made at a fair market price.
  
- **Exemptions:**
  - Award fulfilled under Federal Prison Industries, Inc. or Javits-Wagner-O'Day Act participating non-profit agencies for the blind and severely disabled.
  - Requirement is currently being performed by an 8(a) participant or SBA has accepted that requirement for performance under the authority of the Section 8(a) Program.

# Small Business Set-Aside & Socioeconomic Programs:

## *SDVOSBC Program – SBA Interim Final Rule*

- SBA has issued an interim final rule establishing a **Service-Disabled Veteran-Owned Small Business Concern (SDVOSBC)** Program.
  - SDVOSBC Program establishes:
    - Criteria to be used in federal contracting to determine service-disabled veteran status;
    - Business ownership and control requirements;
    - Guidelines for establishing sole source and set-aside procurement opportunities
    - Protest and appeal procedures for SDVOSBC procurements

# Small Business Set-Aside & Socioeconomic Programs:

## *SDVOSB Program – Regulation Quick Reference*

- ❑ **Status as a SDVOSB concern**

- FAR 19.1403

- ❑ **Exclusions**

- FAR 19.1404

- ❑ **Set-Aside Procedures**

- FAR 19.1405

- ❑ **Sole source awards**

- FAR 19.1406

- ❑ **Contract clauses**

- 19.1407

# Small Business Set-Aside & Socioeconomic Programs:

## *SDVOSB Program – Additional Information*

### □ SDVOSB Program Information:

- <https://www.sba.gov/contracting/government-contracting-programs/service-disabled-veteran-owned-businesses>

# Small Business Set-Aside & Socioeconomic Programs:

## *WOSB Program - Background*

### □ Women Owned Small Business (WOSB) Program FAR Subpart 19.5 & 13 CFR Part 127

- WOSB Federal Contract Program – FAR implemented in Feb 2011
  - SBA reason and intent/goal for the Program:
    - Allow WOSBs to compete for set-aside contracts or receive sole source awards in ***industries where women-owned small businesses are substantially underrepresented.***
    - Enable Economically Disadvantaged WOSBs (EDWOSBs) to compete for set-aside contracts or receive sole source awards ***in industries where women-owned small businesses are underrepresented.***

# Small Business Set-Aside & Socioeconomic Programs:

## *WOSB Program Eligibility Requirements*

- **WOSB Program Eligibility Requirements - 13 CFR 127.200, 201, & 202**
  - Must meet small business size standard for primary NAICS & contract
  - 51% substantially owned/controlled by one or more women who are U.S. citizens
  - Women must manage the day-to-day operations
  - A woman must hold the highest officer position in the business and this woman must work at the business full-time during normal working hours
  - Women must make the long-term decisions for the business
  - For full eligibility requirements & other pertinent information visit:  
<https://www.sba.gov/contracting/government-contracting-programs/women-owned-small-businesses/what-you-need-know-if-you-are-women-owned-small-business>

# Small Business Set-Aside & Socioeconomic Programs:

## *WOSB Program Certification*

### ❑ **WOSB & EDWOSB Self Certification Process**

- Step 1: Provide all required documents to [certify@sba.gov](mailto:certify@sba.gov))
- Step 2: Updating status as a WOSB or an EDWOSB on SAM.gov
- **Important:** To claim self-certification, besides Steps 1 & 2 above must also not use a TPC and must also make a representation as a WOSB or EDWOSB eligible under the WOSB Program in SAM.

### ❑ **WOSB & EDWOSB TPC Certification Process**

- Have the option to obtain WOSB or EDWOSB certification from one of the four SBA-approved **Third-Party Certifiers (TPCs)**. They are:
  - El Paso Hispanic Chamber of Commerce
  - National Women Business Owners Corporation
  - US Women's Chamber of Commerce
  - Women's Business Enterprise National Council

### ❑ **8(a) Certification (with Supporting Docs)**

**\*\* Note:** The National Defense Authorization Act (NDAA) for Fiscal Year 2016 eliminated the self-certification process for the WOSB Program, although the change is not currently effective. SBA is currently reviewing how to implement this change. Until the change is implemented, eligible WOSB or EDWOSB firms may continue to self-certify.

[www.sba.gov](http://www.sba.gov)

# Small Business Set-Aside & Socioeconomic Programs:

## *WOSB Program – Important Information*

- ❑ 5% government wide goal for WOSB contracts
  
- ❑ WOSB Set-asides available in limited industries based on NAICS codes
  - **Important:** The NAICS code assigned to the solicitation must be authorized for use under the WOSB Program. Not all NAICS codes are authorized for use under the WOSB Program. Check the SBA website at [www.sba.gov/wosb](http://www.sba.gov/wosb) for available NAICS codes.
  - Separate NAICS codes are authorized for WOSB and EDWOSB.
    - 364 NAICS codes are available for WOSB.
    - 80 NAICS codes are authorized for EDWOSB.
  
- ❑ Contracting Officers must verify whether offerors have provided all the required documents to WOSB Repository at [certify.sba.gov](http://certify.sba.gov). FAR 19.1505(e) & 19.1503(b)
  
- ❑ EDWOSB is a subset of WOSB. As such, if you qualify as an EDWOSB, you automatically qualify as a WOSB.

# Small Business Set-Aside & Socioeconomic Programs:

## *WOSB Program NAICS Codes 2017 Updates*

### ❑ Women Owned Small Business (WOSB) 2017 NAICS Updates

- Effective October 1, 2017, the SBA updated its table of the North American Industry Classification System (“NAICS”) codes, which resulted in numerous changes. NAICS 2017 created 21 new NAICS industries by reclassifying, splitting, or merging 29 industries or their parts previously under NAICS 2012.

<https://www.gpo.gov/fdsys/pkg/FR-2017-09-27/pdf/2017-20705.pdf>

[https://www.sba.gov/sites/default/files/files/Size\\_Standards\\_Table\\_2017.pdf](https://www.sba.gov/sites/default/files/files/Size_Standards_Table_2017.pdf)

- On October 11, 2017, SBA also updated the NAICS codes applicable for the WOSB Program to align with the 2017 NAICS codes. **This update reduces the number of four-digit NAICS industry groups eligible for procurements under the WOSB Program from 113 to 112** because NAICS 2017 merged two NAICS 2012 industry groups, NAICS 5171 and 5172, into one—5173.

<https://www.gpo.gov/fdsys/pkg/FR-2017-10-11/pdf/2017-21925.pdf>

# Small Business Set-Aside & Socioeconomic Programs:

## *WOSB – Regulation Quick Reference*

- ❑ **List of required eligibility documents**
  - FAR 19.1503(c)
  
- ❑ **Eligibility documents in the WOSB Program Repository at [Certify.SBA.gov](https://www.certify.sba.gov)**
  - FAR 19.1503(b)(3)
  
- ❑ **Sole Source Awards** (Sole Source process implemented by new FAR – Dec 2015)
  - FAR 6.302-5(b)(7)
  
- ❑ **If a set-aside and only one acceptable offer from WOSB (including EDWOSB), CO may make award.**
  - FAR 19.1505(d)
  
- ❑ **If market research indicates one WOSB and multiple SBs, you must consider a WOSB sole source award before SB set-asides.**
  - FAR 19.1505(a) & 19.1506(a).

# Small Business Set-Aside & Socioeconomic Programs:

## *WOSB Program – Additional Information*

- ❑ **WOSB Program Information:**
  - <https://www.sba.gov/contracting/government-contracting-programs/women-owned-small-businesses>
  
- ❑ **WOSB Information for Federal Contracting Officers:**
  - <https://www.sba.gov/contracting/government-contracting-programs/women-owned-small-businesses/what-you-need-know-if-you-are-federal-contracting-officer>
  
- ❑ **WOSB Program Authorized NAICS Codes:**
  - [www.sba.gov/wosb](http://www.sba.gov/wosb)
  
- ❑ **WOSB Program Repository:**
  - [Certify.SBA.gov](http://Certify.SBA.gov)

# Conclusion

---

- ❑ For more information, resources, and training please visit the SBA Office of Government Contracting website at: <https://www.sba.gov/contracting/government-contracting-programs>
- ❑ Questions?

# SBA Office of Government Contracting

## Area V

- To obtain more information on any of the SBA Government Contracting Programs, go to: <https://www.sba.gov/contracting/contracting-officials>
- For more information on SBA's overall programs and services, please visit the SBA web site at: [www.sba.gov](http://www.sba.gov)

***S. Brent Owens***

***U.S. Small Business Administration Government Contracting, Area V***

***6038 Aspen Ave, Building 1289 CE***

***Hill AFB, UT 84056-5805***

***(801) 775-4141***

***[s.owens.1@us.af.mil](mailto:s.owens.1@us.af.mil)***

www.sba.gov



# FedBid For Small Businesses

## MICC Dugway Proving Ground Acquisition Open House

The logo for FedBid, featuring a large white stylized 'i' on the right side of the slide. The 'i' has a solid white circle for a dot and a vertical bar for the stem. The background is a dark blue gradient with abstract white shapes.

FedBid.

# FedBid and the Army

---

The Army began utilizing Reverse Auctions (RA) in 2005 and has had a contract with FedBid since 2012. We are excited to continue our partnership with the Army as they utilize our services through a newly-awarded contract.

## All services for Sellers remain the same:

- Increased **opportunity access**
- **Real time** bid feedback
- **Fully managed** Marketplace to include training and a dedicated Client Services Team
- **No cost** and **no risk** to join and participate
- **Buyer-funded** transaction cost

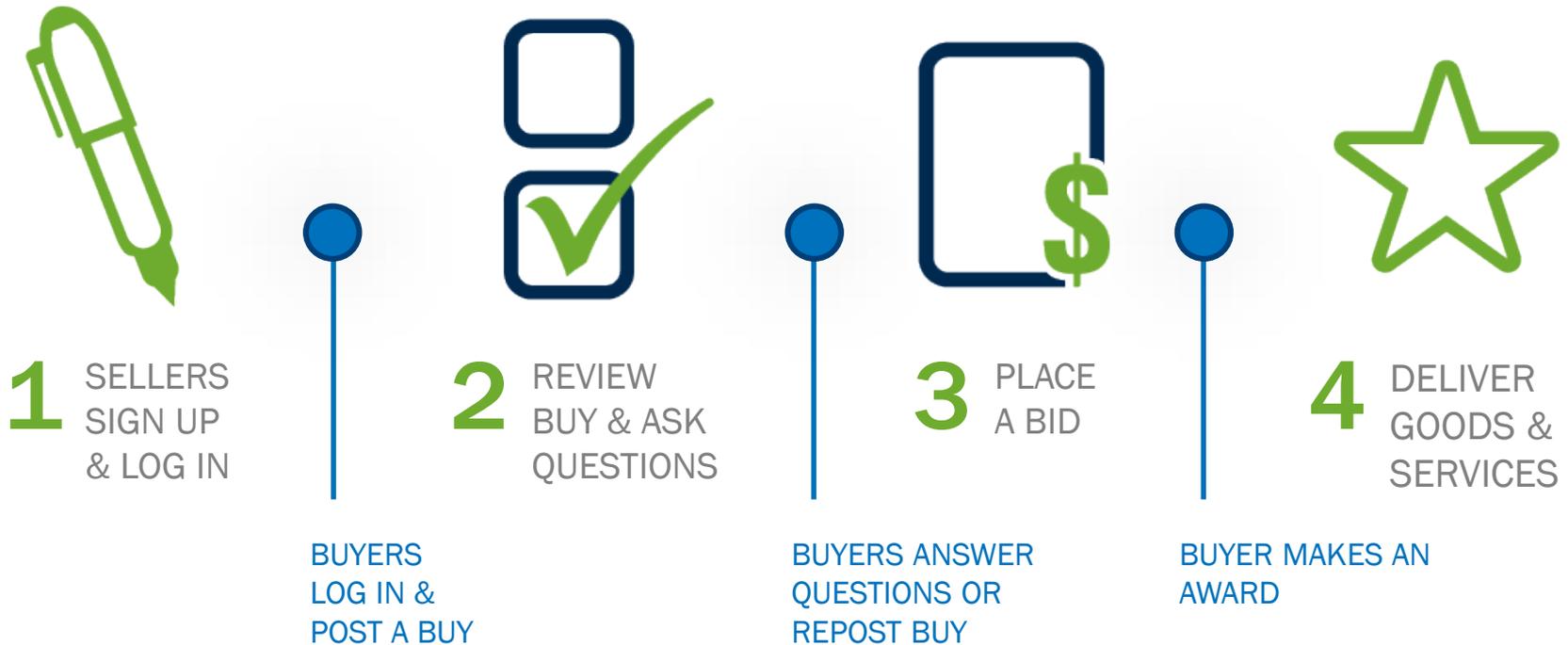
# A Managed Marketplace



Each buy is managed, not just by the Buyer, but by an entire team driven to ensure results.

# How it Works for Sellers

---

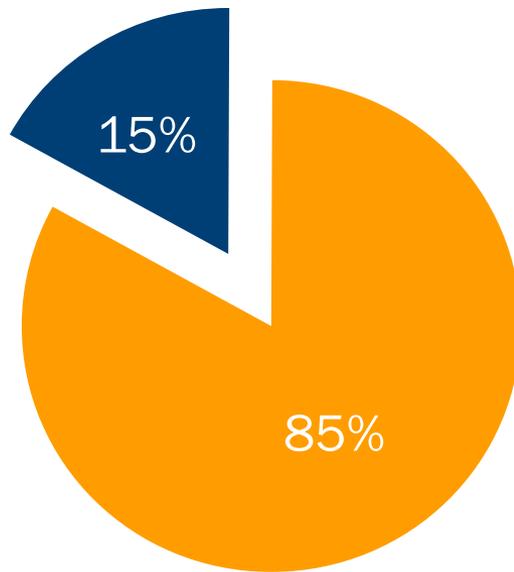


---

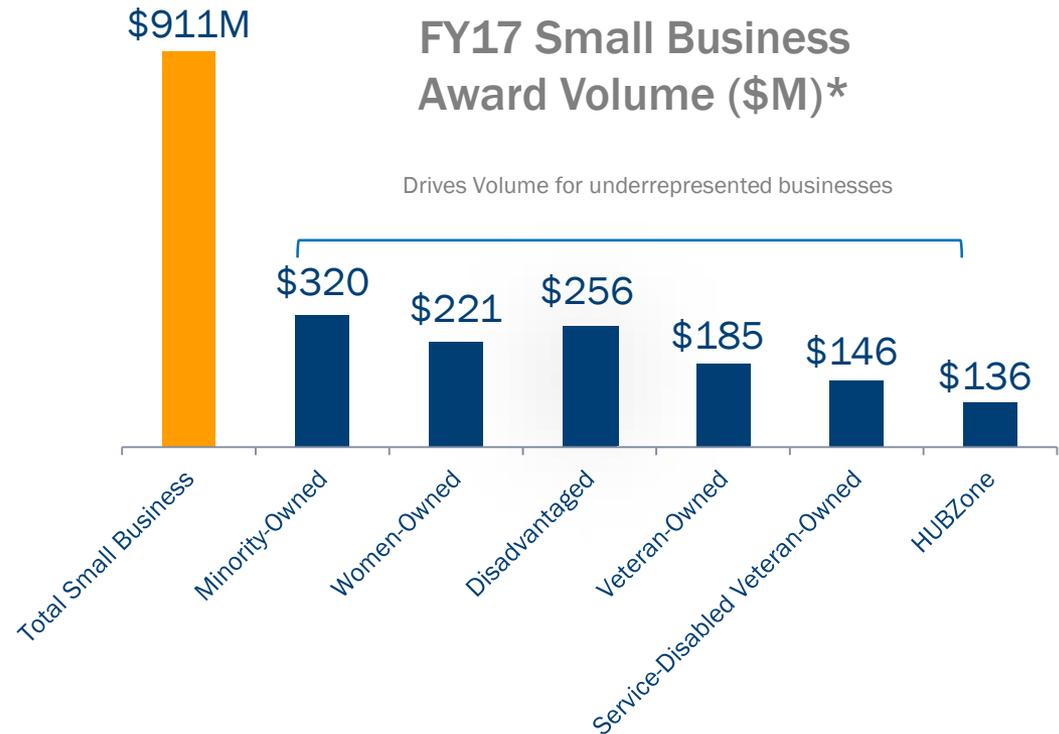
A process that **increases opportunity access.**

# Who Gets Awarded? Small Businesses.

Volume of Award Dollars



■ Other ■ Small Business



In fiscal year 2017, **\$911 Million** was awarded to small businesses through FedBid's online marketplace.

# No Out-of-Pocket Costs

---



- No cost and no risk to join and participate
  - Buyer-funded transaction fee
-

# S2P2 Program

## *Simplified Acquisition Threshold Supply Procurement Program*

The Simplified Acquisition Threshold Supply Procurement Program (S2P2) was implemented to reduce the end-to-end time to fulfill an end-user's procurement requirement. It created a better process for producing government price estimates, defining requirements and reducing inefficiencies in the procurement lifecycle.

### S2P2

SAT starting at \$3,500, capped at \$150k

Open Market/Small Business Set Aside

Commodities Only

## *How it Works*

**End User posts a Request for Quotation (RFQ) on FedBid**

**Sellers Offer Concealed Bids & Compete Prices Down**

**Auction Closes**

**End User Evaluates For Technical Acceptance**

**S2P2 Office Completes the Award**



## Marketplace Demo



# Product and Service Categories

Opportunities Filter    Email Notifications ?

Your opportunity notifications and the opportunities you can view in the Opportunities Filter section on your Dashboard are based on the Categories and Subcategories you select in this section. Check the main Category box (i.e. '10 -- Weapons') in order to view Buys posted under any of the associated Subcategories. FedBid Product/Service Categories and Subcategories correlate with existing Product and Service/Federal Supply Code classifications.

Product Categories    Service Categories ?

Select All     Deselect All

- + 44 - Furnace, Steam Plant, and Drying Equipment
- + 45 - Plumbing, Heating, and Waste Disposal Equipment
- + 46 - Water Purification and Sewage Treatment Equipment
- + 47 - Pipe, Tubing, Hose, and Fittings
- + 48 - Valves
- + 49 - Maintenance and Repair Shop Equipment
- 51 - Hand Tools
  - 5110 - Hand Tools, Edged, Nonpowered
  - 5120 - Hand Tools, Nonedged, Nonpowered
  - 5130 - Hand Tools, Power Driven
  - 5133 - Drill Bits, Counterbores, and Countersinks: Hand and Machine
  - 5136 - Taps, Dies, and Collets; Hand and Machine
  - 5140 - Tool and Hardware Boxes
  - 5180 - Sets, Kits, and Outfits of Hand Tools
- + 52 - Measuring Tools
- + 53 - Hardware and Abrasives
- + 54 - Prefabricated Structures and Scaffolding
- + 55 - Lumber, Millwork, Plywood, and Veneer
- + 56 - Construction and Building Materials
- + 58 - Communication, Detection, and Coherent Radiation Equipment
- + 59 - Electrical and Electronic Equipment Components
- + 60 - Fiber Optics Materials, Components, Assemblies, and Accessories

SAVE

# Email Notifications

Opportunities Filter    **Email Notifications** ?

Set your email notification preferences for new opportunities that match your selected Buyer Organizations and Product and Services Categories in your Opportunities Filter. This setting will not affect your ability to view or bid on Buys. Please click the "Save" button when finished.

Email me a digest of new opportunities twice daily (morning and afternoon ET). You will still receive individual notifications for Buys closing in 48 hours or less.

Email me individual opportunity notices when they are posted.

Do not email me when opportunities are posted.

---

**Buyer Organizations** ?

If you have requested to be emailed when new opportunities are posted, you may now specify the Buyers for which you will be notified. Please note this will NOT affect your ability to view and bid. Please click the "Save" button when finished.

Select All     Deselect All

- MEDCOM - US Army Medical Research Acquisition Activity
- MEDCOM - Western Regional Contracting Office
- MICC - Moffett Field
- MICC Academy
- MICC Carlisle Barracks
- MICC Dugway Proving Ground
- MICC Fort AP Hill
- MICC Fort Belvoir
- MICC Fort Belvoir Arlington National Cemetery
- MICC Fort Belvoir Defense Acquisition University
- MICC Fort Benning
- MICC Fort Bliss
- MICC Fort Bragg
- MICC Fort Carson

# Opportunity Search

Dashboard
Opportunities
My Bids
Awards
My Account

Start a New Search:  All Opportunities SEARCH ?

---

**Opportunities**

CATEGORIES

- [IT Solutions and Electronics \(245\)](#)
- [Construction and Building Supplies \(160\)](#)
- [Transportation \(62\)](#)
- [Medical and Scientific \(58\)](#)
- [Safety and Security \(35\)](#)
- [Furniture and Furnishings \(30\)](#)
- [Hospitality and Food Services \(28\)](#)
- [Office Supplies \(25\)](#)
- [Education and Social Services \(24\)](#)
- [Manufacturing and Industrial Supplies \(24\)](#)
- [Clothing and Textiles \(21\)](#)
- [Miscellaneous \(18\)](#)
- [Facilities and Equipment Services \(17\)](#)
- [Agriculture and Environmental \(15\)](#)
- [Recreation and Entertainment \(14\)](#)
- [Professional and Consulting Services \(13\)](#)
- [Janitorial, Cleaning and Groundskeeping \(12\)](#)
- [Energy, Chemicals and Utilities \(6\)](#)

CONTRACT VEHICLE

SET-ASIDE REQUIREMENT

All Opportunities 782
Opportunities Filter 309
★ Buy Listed on Opportunities Filter

1 - 25 of 782 Buys < Prev | 1 2 3 4 5 | Next >

FILTER BY: Select Criteria SHOW: 25

Buy #	Buy Description / Contract Vehicle	Buyer	End Date	Action
<span style="color: orange;">★</span> <a href="#">604488</a>	SAP SOFTWARE Army CHES	MICC Fort Knox	05/07/2014 11:00 ET <span style="color: red;">17hrs 54mins</span>	<input type="checkbox"/>
<span style="color: orange;">★</span> <a href="#">606182</a>	DISPLAY CASES Open Market	MICC West Point	05/07/2014 11:00 ET <span style="color: red;">17hrs 54mins</span>	<input type="checkbox"/>
<span style="color: orange;">★</span> <a href="#">606244</a>	WebSense Security Gateway and Premium Support Triton Renewal GSA Schedules	NSWC Carderock - Philadelphia	05/07/2014 11:00 ET <span style="color: red;">17hrs 54mins</span>	<input type="checkbox"/>
<a href="#">602494_01</a>	TOR- 79 Combined Arms Products for Distributed Learning (CAPDL) Combined Arms Products for Distributed Learning	MICC Fort Eustis	05/07/2014 11:00 ET <span style="color: red;">17hrs 54mins</span>	<input type="checkbox"/>
<a href="#">606059</a>	Rental Portable Toilets Open Market	MICC Joint Base San Antonio	05/07/2014 11:00 ET <span style="color: red;">17hrs 54mins</span>	<input type="checkbox"/>
<a href="#">607403</a>	Kits for Kidz Open Market	Detroit Public Schools Academics	05/07/2014 11:00 ET <span style="color: red;">17hrs 54mins</span>	<input type="checkbox"/>
<span style="color: orange;">★</span> <a href="#">607883</a>	OPTION - SOFTWARE LICENSES Open Market	FLC Norfolk - Groton	05/07/2014 11:00 ET <span style="color: red;">17hrs 54mins</span>	<input type="checkbox"/>
<a href="#">607671_02</a>	hydraulic hose and fittings Open Market	NAVSEA SUPSHIP - Newport News	05/07/2014 11:00 ET <span style="color: red;">17hrs 54mins</span>	<input type="checkbox"/>
<a href="#">602973_03</a>	STEEL STORAGE CONTAINER Open Market	National Guard - Oregon	05/07/2014 11:00 ET	<input type="checkbox"/>

# Bid Information

## Bid Information

Complete the fields below. You will enter pricing information on the next page.

Bid Description  ?

Seller Reference No.  ?

## Bidding Requirements ?

Requirement	Bid Complies with Term
-------------	------------------------

**Seller Attachment(s):** In addition to providing pricing through the marketplace, Sellers have the OPTION to include certain **non-pricing** information as document(s) attached to their Bid, so they are received no later than the closing date and time of this Buy. Pricing will not be accepted if it is included in the attachment(s). Attachment(s) can total no more than 20 MB, whether multiple files or one file, and may be zipped to decrease their size. A Seller's failure to comply with these terms may result in its Bid being determined to be non-responsive. The attachment(s) should include the following **non-pricing** information: Please include product literature

**Open Market:** Open Market bids are accepted in this solicitation; however, please refer to the specifications below, including 'Set-Aside Requirement' provision, for additional requirements.

Contract No.:  ?

Contract Owner:  ?

Contract Expiration Date:  ?

Delivery Days:  ?

(Buyer **requires** delivery (ARO) to be less than or equal to the specified Bid Delivery Days listed above.)

**Exact Match Only:** The Buyer requires that Sellers bid 'exact match to spec'. That means that NO SUBSTITUTIONS are allowed. Sellers MUST provide the item requested in the line item description (exact make, model, part number and or description). If you are not able to deliver the line item as requested, DO NOT BID. Please advise the Buyer of issues through our 'Submit a Question' button.

## Buy Attachment(s) ?

No.	Document Name	Document Size
001	<a href="#">New Vendor Information Form.docx</a>	13.48 KB

# Line Item Pricing



[Submit Question](#)



[Watch Buy](#)

## Seller Attachment(s)

Attachments OPTIONAL: Please include product literature

Pricing will not be accepted in any attachment(s). Attachment(s) can total no more than 20MB, whether multiple files or one file, and may be zipped to reduce size. Failure to comply with these terms may result in the Bid being determined to be non-responsive.

No.	Document	Size	Add / Remove
-----	----------	------	--------------

There is no attachment.

Add Attachment

## Line Item(s)

Item No.	Description	Qty	Unit	Unit Price	Stop Auto Rebid At
001	Blue Copy Paper 8 1/2 X 11 NSN/Part No : 7530-01-146-3361 10 Reams per case. Included in line item # <input type="text"/> (Optional)	80	CASE	<input type="text" value="53"/>	<input type="text"/>
002	COPY PAPER- White, 20 lb, 30% Post-Consumer Recycled, NSN# 7530-01-147-6811 Included in line item # <input type="text"/> (Optional)	100	CASE	<input type="text" value="52"/>	<input type="text"/>
003	Shipping Included in line item # <input type="text" value="1"/> (Optional)	1	EA	<input type="text"/>	<input type="text"/>

[< BACK](#)

[EXIT](#)

[SAVE AS DRAFT](#)

[CONTINUE >](#)

# Pricing Breakdown

Line Item(s) 							
Item No.	Description	Qty	Unit	Unit Price	Ext. Price	FedBid Fee 	FedBid Price
001	Blue Copy Paper 8 1/2 X 11 NSN/Part No : 7530-01-146-3361 10 Reams per case. Stop Auto Rebid At:	80	CASE	\$53.00	\$4,240.00	\$127.20	\$4,367.20
002	COPY PAPER- White, 20 lb, 30% Post-Consumer Recycled, NSN# 7530-01-147-6811 Stop Auto Rebid At:	100	CASE	\$52.00	\$5,200.00	\$156.00	\$5,356.00
003	Shipping Included in line item # 1 Stop Auto Rebid At:	1	EA	\$0.00	\$0.00	\$0.00	\$0.00
Bid Summary							
					Ext. Price	FedBid Fee 	FedBid Price
Initial Bid:					\$9,440.00	\$283.20	\$9,723.20
Stop Auto Rebid At:					\$9,440.00	\$283.20	\$9,723.20

< BACK

EXIT

SAVE AS DRAFT

SUBMIT BID >

# Live Bid Status

Active Bids **1**

Draft Bids **0**

No Bids **0**

Bid Results **56**

1 - 1 of 1 Buys < Prev | **1** | Next >

SHOW: 25 ▾

Buy #	Bid Description	Buyer	End Date	Rec Date	Status	Action
<a href="#">576107 01</a>	Paper	FedBid Demo	01/29/2015 15:30 ET 390hrs 31mins 22secs	01/13/2015 08:58:37 ET	LEAD	<b>REBID</b>

1 - 1 of 1 Buys < Prev | **1** | Next >

# Bid Results

Active Bids **2**

Draft Bids **0**

No Bids **0**

Bid Results **115**

1 - 25 of 115 Buys < Prev | **1** 2 3 4 5 | Next >

SHOW: 25 ▼

Buy #	Bid Description	Buyer	End Date	Status	Cancellation Reason
<a href="#">497669</a>	All Terrain Vehicles	DHS Bureau of Citizenship and Immigration Services	02/24/2015	SELECTED	
<a href="#">497668_01</a>	Printers for lab	DHS Bureau of Citizenship and Immigration Services	02/24/2015	LEAD Pending Selection	
<a href="#">497670</a>	Storm door replacement services	DHS Bureau of Citizenship and Immigration Services	02/24/2015	LAG Pending Selection	
<a href="#">497671</a>	Promotional Items	DHS Bureau of Citizenship and Immigration Services	02/24/2015	Not Selected	

# Getting Registered

1. Visit FedBid.com and click “Register”



2. Click “Register as Seller”

3. Enter your DUNS number

Please enter your company's DUNS number

4. Fill out the form

**Company Information**

*DUNS #	*Federal Tax ID	CAGE Code
<input type="text" value="546865215"/>	<input type="text"/>	<input type="text"/>
*D&B Legal Entity Name		
<input type="text"/>		
*Physical Address		
<input type="text"/>		
<input type="text"/>		
*City		
<input type="text"/>		

Have your **DUNS** and **Federal Tax ID** ready.

# Contact Us

---

## Client Services

[ClientServices@FedBid.com](mailto:ClientServices@FedBid.com)

877.9FEDBID

## Richard Newby

Senior Account Lead

[Richard.Newby@FedBid.com](mailto:Richard.Newby@FedBid.com)

571.318.8871

