



# Office of Small Business Programs

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# Procurement Opportunities for Small Businesses

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# Agenda











- DLA Supply Chains
- DSCC Small Business Goals
- Small Business 101
- Socio-Economic Programs
  - Criteria for Certification
  - Requirements for Set-Asides
- Set-Aside Opportunities
- Help and POC's



# How do we do it?



## Organized into 8 Demand/Supply Chains

Aviation	Land	Maritime	C&T	Medical	Subsistence	C&E	Energy
<i>Richmond</i>	<i>Columbus</i>		<i>Philadelphia</i>				<i>Ft. Belvoir</i>
<ul style="list-style-type: none"> <li>• Aviation Original Equipment Manufacturer (OEM) Items</li> <li>• Engines &amp; Airframes</li> <li>• Aviation Supply Chain Commodities</li> </ul> 	<ul style="list-style-type: none"> <li>• Wheeled Vehicles</li> <li>• Tracked Vehicles</li> </ul> 	<ul style="list-style-type: none"> <li>• Valves/Hardware</li> <li>• Fluid Handling</li> <li>• Active Devices</li> <li>• Passive Devices</li> <li>• Electrical Devices</li> <li>• Electronic Devices</li> </ul> 	<ul style="list-style-type: none"> <li>• Recruit Clothing</li> <li>• Organizational Clothing Equipment</li> </ul> 	<ul style="list-style-type: none"> <li>• Pharmaceutical</li> <li>• Medical/Surgical Equipment</li> </ul> 	<ul style="list-style-type: none"> <li>• Institutional Feeding</li> <li>• Operations Rations</li> <li>• Produce</li> </ul> 	<ul style="list-style-type: none"> <li>• Construction</li> <li>• Equipment</li> </ul> 	



# FY09 Land and Maritime Goals



	<b>LAND</b>	<b>MARITIME</b>
Small	40.0%	65.0%
HUBZone	4.3%	2.9%
Small Disadvantaged (SDB)	2.3%	3.0%
Woman Owned	8.0%	12.1%
Service Disabled	3.0%	3.0%
8(a)	0.14%	.07%

Approximately 55% of DSCC dollars are awarded to Small Businesses



# Small Business 101



# Review for Determining Small Business Set-Asides



- Under \$3K – Micro-purchase

**No Set-Aside**

- \$3K - \$25K – Reasonable expectation of offers from at least 2 small businesses offering the product of different large or small domestic manufacturers (multiple manufacturing sources large or small)

**Yes – Set-Aside      No – Dissolve Set-Aside**

- \$25K - \$100K – Reasonable expectation of offers from at least 2 small businesses offering the product of the same or different small domestic manufacturers (multiple manufacturing sources - must have 1 small)

**Yes – Set-Aside      No – Dissolve Set-Aside**

- \$100K+ - Reasonable expectation of offers from at least 2 small business concerns offering the product of different small domestic manufacturers (multiple manufacturing sources - must have 2 small)

**Yes – Set-Aside      No – Dissolve Set-Aside**



# Socio-Economic Programs



# Definition: Small Business Concern

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## FAR 19.001

A business entity organized for profit, including its affiliates, that is independently owned and operated, not dominant in the field in which it is bidding on government contracts, and qualified as a small business under the criteria and size standards in 13 CFR Part 121

(ref. FAR 19.102 & 19.303)





# Small Business Status



## What determines whether a business is a Small Business Entity?

- Size standards (numerical definition):  
[http://www.sba.gov/idc/groups/public/documents/sba\\_homepage/serv\\_sstd\\_tablepdf.pdf](http://www.sba.gov/idc/groups/public/documents/sba_homepage/serv_sstd_tablepdf.pdf)
- North American Industry Classification System (NAICS) codes:  
<http://www.census.gov/epcd/www/naics.html>
- Offeror's representation (now contained in ORCA)  
Visit Business Partner Network: <http://www.bpn.gov>



# Small Business Act Policy and Purpose



- Promote small businesses: provide contract, financial, technical, & management assistance
- Provide “Maximum practicable opportunities” for:
  - Small business
  - Veteran-owned small business
  - Service-disabled veteran-owned small business
  - HUBZone small business
  - Small disadvantaged business
  - Women-owned small business



# The Purpose and Policy for Small Business Set-Asides

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FAR 19.201 (a) and 19.501 (a):

To award certain acquisitions exclusively to small business concerns to meet the goal and policy of Government “to provide maximum practicable opportunities in federal acquisitions to small business.”



# Small Business Set-Asides



- Total Set-aside
  - “Rule of Two” (reasonable expectation that offers will be obtained from at least two responsible small business concerns that are competitive in terms of market prices, quality and delivery)
  - Automatic Small Business reservation between \$3K and \$100K
- Partial Set-asides (severable into two or more lots and a reasonable expectation of offers from at least one responsible small business concern at a fair market price)



# Small Business Set-Asides

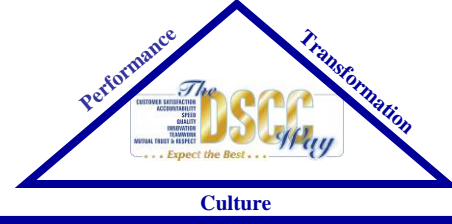
## Non-manufacturer Rule



- Non-manufacturer rule - a contractor under a small business or 8(a) set-aside shall provide its own product or that of a domestic small manufacturer
  - Exception - Large business product
    - Does not exceed \$25,000
    - When using SAP
    - Manufactured in US
  - Waiver - Small, large or foreign product
    - Exceeds \$25,000
    - SBA determines no small businesses are available for the specific product or class of products
    - View list at: [http://www.sba.gov/aboutsba/sbaprograms/gc/programs/gc\\_waivers\\_nonmanufacturer.html](http://www.sba.gov/aboutsba/sbaprograms/gc/programs/gc_waivers_nonmanufacturer.html)



# Recap of the Non-manufacturers Rule



Exception: Small Business Set-aside acquisitions between \$3,000 and \$25,000

- Non-manufacturers may supply any domestically manufactured large or small business product

Waiver: SBA has determined there are no small business manufacturers participating in the Federal marketplace

- Non-manufacturer may supply any product



# 8(a) Business Development Set-asides



# 8(a) Program Set Aside Requirements

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- Company must be a current 8(a) program participant (only one-9 year term)
- Capabilities must match the requirement
- Award price cannot exceed Government's established "fair market price"
- SBA must accept the requirement for the 8(a) program (over \$100,000 for DoD actions)





# 8(a) Set Aside Performance Requirements

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- The 8(a) contractor must perform certain percentages of work with its own employees
- These percentages and the requirements relating to them are the same as those established for small business set-aside prime contractors (including non-manufacturers)



# HUBZone Set-aside Program



# HUBZone Program Participation Requirements

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- Must be a qualified HUBZone small business concern
  - To become certified by the SBA as a HUBZone small business concern:
    - Principle place of business must be located in a HUBZone
    - 35% of the employees must reside in a HUBZone



# HUBZone Set-aside Performance Requirements

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- Same as those for small business set asides with the following exceptions
  - The agreement to perform the required percentages of work may be met solely by the qualified HUBZone small business concern or in combination with one or more other qualified HUBZone small business concerns.
  - A qualified HUBZone nonmanufacturer must furnish only end items manufactured or produced by HUBZone small business manufacturers



# HUBZone Program



- Special Exceptions & Waivers to the Non-manufacturers Rule:
  - for HUBZone set aside contract actions between \$3,000 and \$25,000, a qualified HUBZone small business concern may supply the end item of any domestic manufacturer, including a large business
  - There is no provision for a waiver to the non-manufacturers rule for HUBZone Set-asides



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# Service Disabled Veteran Owned Small Business Set-aside Program



# SDVOSB Program Participation Requirements

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- Must be a domestic small business concern
- Must be owned by a service disabled veteran
  - At least 51% of the business must be owned and controlled by one or more service disabled veterans



# SDVOSB Set Aside Performance Requirements

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- Same as those for small business set asides with the following exceptions:
  - The agreement to perform the required percentages of work may be met solely by the SDVOSB or in combination with one or more other service disabled veteran owned small business concerns





# SDVOSB: Non-manufacturers Rule Exceptions & Waivers

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- Exception: SDVOSB Set-aside acquisitions between \$3,000 and \$25,000
  - Non-manufacturers may supply the product of any domestic large or small business
- Waiver: SBA has determined there are no SB Manufacturers participating in the Federal marketplace
  - On a SDVOSB set-aside acquisition a non-manufacturer may supply any product



# Opportunities



- Small Business Set-Asides
- Partial Set-Asides
- Subcontracting with Primes
- Partnering Agreements
- Unique Opportunities on New Initiatives
  - Examples
    - FASI-G
    - IPV
    - FSC SCP



# Where Do I Go For More Help and Information on Doing Business with DLA?



# DSCC Small Business Team

800-262-3272 or 614-692-3541



<b>Eleanor Holland</b> eleanor.holland@dla.mil	<b>Director, DSCC Small Business Office</b>	<b>614-692-3735</b>
<b>Will Chavez</b> william.chavez@dla.mil	<b>Small Disadvantaged Business and 8(a)</b>	<b>614-692-1288</b>
<b>Vikki Hawthorne</b> vikki.hawthorne@dla.mil	<b>Outreach and Woman Owned Program</b>	<b>614-692-4864</b>
<b>Rebecca Parks</b> rebecca.parks@dla.mil	<b>HUBZone Program</b>	<b>614-692-3510</b>
<b>Tom Pfenning</b> thomas.pfenning@dla.mil	<b>AbilityOne Workshops</b>	<b>614-692-1494</b>
<b>Dwight deWeaver</b> dwight.deweaver@dla.mil	<b>Service Disabled Veteran Owned Program</b>	<b>614-692-7935</b>
<b>Charles Miller</b> charles.miller@dla.mil	<b>Opportunity Specialist</b>	<b>614-692-7624</b>
<b>Kevin Scoles</b> kevin.scoles@dla.mil	<b>Opportunity Specialist</b>	<b>614-692-3377</b>
<b>Scott Rybicki</b> scott.rybicki@dla.mil	<b>DLA-Warren Small Business Specialist (TACOM)</b>	<b>586-753-2794</b>
<b>Tim Danowski</b> timothy.danowski@dla.mil	<b>DLA-Mechanicsburg Small Business Specialist (NAVICP)</b>	<b>717-605-2989</b>



# DSCP Small Business Team

800-831-1110



[www.dscp.dla.mil](http://www.dscp.dla.mil)

<b>NAME</b> email address	<b>FOCUS</b>	<b>PHONE</b>
<b>Michael McCall</b> michael.mccall@dla.mil	<b>Director, DSCP Small Business Office</b>	<b>215-737- 2321</b>
<b>Genevieve Venturo</b> genevieve.venturo@dla.mil	<b>Subsistence</b>	<b>215-737- 5911</b>
<b>Joann Gatica</b> joann.gatica@dla.mil	<b>Clothing &amp; Textiles</b>	<b>215-737- 5910</b>
<b>Paul Rooney</b> paul.rooney@dla.mil	<b>Medical</b>	<b>215-737- 4648</b>
<b>Arlene Ruble</b> arlene.ruble@dla.mil	<b>Construction &amp; Equipment</b>	<b>215-737- 5819</b>
<b>Robert Baldino</b> robert.baldino@dla.mil	<b>Special Programs</b>	<b>215-737- 5821</b>



# DSCR Small Business Team

800-227-3603 or 804-279-XXXX



[www.dscr.dla.mil](http://www.dscr.dla.mil)

<b>John Henley</b>	<b>Associate Director of Small Business</b>	<b>x6330</b>
<b>Crystal Ober</b>	<b>Deputy Director of Small Business &amp; AbilityOne</b>	<b>x3639</b>
<b>Harriett Reddrick</b>	<b>8A Program Manager</b>	<b>x4132</b>
<b>Christopher Pierce</b>	<b>Service Disabled Veteran Program Manager</b>	<b>x2984</b>
<b>Connie McNeill</b>	<b>HUBZone Program Manager</b>	<b>x5290</b>
<b>Debra Williams</b>	<b>Management Analyst</b>	<b>x3287</b>
<b>Leticia Evans</b>	<b>Information Assistant - Web site, DIBBS, CCR</b>	<b>x4302</b>
<b>Jan Strickland</b>	<b>SARs, Post Award Ombudsman</b>	<b>x3557</b>
<b>Judy Sayers</b>	<b>SBA Procurement Center Representative</b>	<b>x3690</b>



# Procurement Technical Assistance Centers (PTACs)



What are PTACs???

Government funded local resources available across the country providing assistance in marketing your products and services to Federal, state and local governments

## PTAC Goals:

- Help small businesses be competitive
- Explain the complexities of Government procurement
- Encourage economic development through job retention and creation
- Build strong contractors through targeted training and one-on-one assistance

<http://www.dla.mil/db/procurem.htm>



# Free Vendor Training

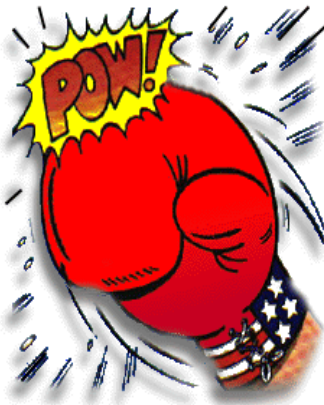
## Defense Supply Center Columbus



**T**rainning

**K**nowledge

**O**pportunities  
Free Seminars



2009 Schedule:  
September 15-16  
October 20-21

## Doing Business with the Defense Logistics Agency:

- Getting Started: Selling to DLA
- Assistance in your area (PTACs)
- Small Business Programs
- Finding opportunities & quoting (DIBBS)
- Radio Frequency Identification (RFID)
- Alternate Offers – how to get approved
- Understanding quality requirements
- Packaging – what the government wants
- How to get Drawings and Specifications
- Payment Processing (Wide Area Workflow)
- And much more!

Seating is limited – make reservation at:  
<http://www.dsccl.dla.mil/News/events/tko/>