

Office of Small Business Programs

Presentation for: Industry

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OSBP SWF Website: <http://go.usa.gov/xPQUK>



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Did You Know

Small Business Act – Public Law established by Congress

The essence of the American economic system of private enterprise is free competition. Only through full and free competition can free markets, free entry into business, and opportunities for the expression and growth of personal initiative and individual judgment be assured. The preservation and expansion of such competition is basic not only to the economic well-being but to the security of this Nation. Such security and well-being cannot be realized unless the actual and potential capacity of small business is encouraged and developed.

It is the declared policy of the Congress that the Government should aid, counsel, assist, and protect, insofar as is possible, the interests of small-business concerns in order to preserve free competitive enterprise, to **insure** that **a fair proportion of** the total purchases and **contracts or subcontracts for** property and **services for the Government** (including but not limited to contracts or subcontracts for maintenance, repair, and construction) **be placed with small business** enterprises, to insure that a fair proportion of the total sales of Government property be made to such enterprises, and to maintain and strengthen the overall economy of the Nation. <https://www.govinfo.gov/content/pkg/COMPS-1834/pdf/COMPS-1834.pdf>

Federal Acquisition Regulations (FAR) – Part 19 Small Business Programs

Assuring fair proportion of Government contracts is with Small Business

19.201 General policy.

(a) It is the policy of the Government to provide maximum practicable opportunities in its acquisitions to small business, veteran-owned small business, service-disabled veteran-owned small business, HUBZone small business, small disadvantaged business, and women-owned small business concerns. Such concerns must **also have** the maximum practicable **opportunity** to participate **as subcontractors** in the contracts awarded by any executive agency, consistent with efficient contract performance. The Small Business Administration (SBA) counsels and assists small business concerns and assists contracting personnel to ensure that a fair proportion of contracts for supplies and services is placed with small business. <https://www.acquisition.gov>



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Office of Small Business Programs *Provides*

Advocate

Assure SB are given fair opportunity and consideration in procurements (Prime & Subcontracting)

Inform

Forecast Opportunities, Acquisition Strategy, Outreach Events

Counsel

Capability Statement *Improvements (Marketing to USACE)*

✓ Certifications, Experience, General Description, Performance Rating, and Acquisition \$ Amount

SBA's **Small Business Search** Website: Profile *Improvements* <https://search.certifications.sba.gov/>

✓ Capability Statement **LINK Active**, Keywords, Performance Area, Bonding Increases, Updated Experience

Assist

✓ Encourage Industry Response to **Sources Sought**, **PLA Survey**, Participation, Subcontracting

✓ District Staff with *Market Research / Acquisition Strategy* (Recommend SB for procurements)

Review

SB Coordination Records, SB Participation Factor, SB Subcontracting Plans



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Small Business *Set-aside* Programs - **\$ Threshold Increase**

8(a) Program Set-Aside (*Note: SBA Bona Fide Office Rule – Eligible within state*)

SBA-Certified

Sole Source will not exceed **\$5.5M** for services

Sole Source to ANC/NHO/Tribal up to \$100M

HUBZone Set-Aside

SBA-Certified

Sole Source will not exceed **\$5.5M** for services

Service-Disabled Veteran-Owned Set-Aside

SBA-Certified

Sole Source will not exceed **\$5M** for services (*Note: \$ amount is Five (5) only, not 5.5*)

Women-Owned Set-Aside or Economically-Disadvantaged, WO Set-Aside

SBA-Certified

Based on NAICS Code: WO: 236, 237, 541 & 562 / EDWO: 238

Sole Source will not exceed **\$5.5M** for services

Small Business Set-Aside

Self-Certified

SB Joint Venture (*Identified in SAM.gov / SBA's SBS*)

Must be SBA Certified!
Learn more at
[Certifications.SBA.gov](https://www.sba.gov/certifications)



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To apply for SBA Certifications

The screenshot shows the SBA certify.sba.gov website. At the top, there is a navigation bar with the SBA logo and the text "certify.sba.gov". Below this, there is a banner for "MySBA Certifications" with a list of instructions. A row of four blue buttons is visible: "HUBZone", "Veterans", "Mentor-Protégé Program", and "WOSB Program". Below the buttons is a progress bar with four steps: "1 Discover 8(a)", "2 Should I Apply?", "3 Apply", and "4 Existing 8(a)s". The "1 Discover 8(a)" step is highlighted in red. Below the progress bar, there is a section titled "Small businesses are vital to the U.S. economy - the Federal Government needs your partnership!" with a list of benefits and an image of the U.S. Capitol building.

MySBA Certifications, a new, upgraded single application for SBA federal contracting certifications, is open! To apply for one or more certifications, visit [MySBA Certifications](#).

- Continue to use this system to manage any active certifications until we share information about a future MySBA Certifications' continuing eligibility module, coming soon.
- Please note, if you want to apply for the Mentor-Protégé Program, continue [here](#).

HUBZone **Veterans** **Mentor-Protégé Program** **WOSB Program**

1 Discover 8(a) **2 Should I Apply?** **3 Apply** **4 Existing 8(a)s**

Small businesses are vital to the U.S. economy - the Federal Government needs your partnership!

Benefits of the 8(a) Business Development Program include:

- Access to sole-source and competitive set-aside contracts
- Business development assistance from dedicated Business Opportunity Specialists
- Assistance from federal procurement experts
- Opportunities to create joint ventures with established businesses
- Priority access to federal surplus property



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Acquisition Strategy *Determined* by MARKET RESEARCH

Competitive OR **Sole Source** ~ Socio-Economic SB Set-asides:

- 8(a) Program (*Preferred sole source method*)
- HubZone
- SDVOSB
- WOSB

Did you know?
Responding to a Sources Sought
MAY determine
Acquisition Strategy!

NO order of precedence (***Determined by Market Research***)

1. 8a, HZ, SDVOSB or WOSB socio-economic set-asides (*Must be SBA Certified*)
2. SB Set Aside
3. SB MATOC (Multiple Award Task Order Contract)
4. UR MATOC (Unrestricted with SB Reserves)
5. Full & Open Competition / Unrestricted (UR) * ***NOTE***

- ***NOTE***: Per FAR 19: **A proposal from a LB requires a SB Subcontracting Plan**
(***What percentage % of the work will LB subcontract to SB***)

Evaluation Criteria ~ Competitive acquisitions:

- Invitation for Bid (IFB)
- Best Value Trade Off (BVTO) [*Preferred method*]



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Solicitation Process

- ❑ Solicitations may be found: (*Registration required*)

<https://sam.gov>

OR

<https://piee.be.mil>

- ❖ **Search solicitations in SAM.gov** by **DoDAAC**, Name, or Sol # (**view only** capability):

W9126G* (Note: must include asterisks)

or

Solicitation number (W9126G-26-R-1234) (DoDAAC-FY-A-####)

NOTE: Fort Worth District has two (2) DoDAACs:

Military & Civil Works Projects: W9126G

International & Interagency Support (IIS): W518EA

- ✓ **Submit proposal in PIEE:**

Follow specific solicitation requirements

Encouraged to learn PIEE solicitation process



W9126G* (Note: must include asterisks)



Home Search Data Bank Data Services Help

Search

All Words W9126G*

Filter By **The asterisk is the key!**

Keyword Search

For more information on how to use our keyword search, visit our help guide

Simple Search

Search Editor

- Any Words
- All Words
- Exact Phrase

e.g. 1606N020Q02

Home Search Data Bank Data Services Help

Search

All Words e.g. 1606N020Q02

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Simple Search

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e.g. 1606N020Q02

W9126G*

All Domains

Contracting

Showing 1 - 25 of 91 results

B6413 BUILDING RENOVATION

Notice ID: W9126G26RA026

Login at https://piee.eb.mil and : details.*...

Department/Ind.Agency DEPT OF DEFENSE

RENOVATE CORROSION CONTROL

Notice ID: W9126G26RA026



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Subcontracting Resources

SBA's SUBNet: To find small business subcontractors, any large business can post a notice of a subcontracting opportunity, including the solicitation, to SBA's SUBNET (subcontracting network), called SUBNet. **Small Businesses can search and view all posts.**

https://subnet.sba.gov/client/dsp_Landing.cfm

SBA's SBS: Prime contractors may also use SBA's **Small Business Search** website to find small businesses. Website offers a *mass Email Feature* to notify SB of inquiries.

Old: <https://dsbs.sba.gov> **NEW Website:** <https://search.certifications.sba.gov/>

APEX: Contact an APEX Accelerator (formerly known as a Procurement Technical Assistance Center, under SBA) for more help finding small businesses contract/subcontracting opportunities.

<https://www.apexaccelerators.us/#/service-area-locator>

Small Business may use APEX Accelerators to **LEARN** how to do business with the Government.
Large Business may use APEX Accelerators to **FIND** subcontractors / support subcontracting goals.

NOTE: Will share Notices of Prime Contractors Industry Days for Subcontracting Opportunities.
***We do NOT endorse any contractor, simply sharing details that support SWF Projects**



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CLOSEST APEX TO Fort Worth District, USACE

Official Name: Cross Timbers APEX Accelerator (DFW and North TX Area)

Services: Help companies prepare for contracting with local, state and federal governments. Our mission is to increase the number of contracts awarded to companies in the 72-county service area resulting in increased revenue and jobs in the area. Our mission is to support the Department of Defense National Security and small business strategies. This paradigm shift has impacted the way we do business and provide technical assistance to our clients.

Services include:

- Limited assistance to newly formed companies that do not have innovative solutions for the war fighter.
- Technical assistance is only provided to those companies that are in the Defense and Government Industrial Base (DIB/GIB) as well as, those companies wishing to enter the DIB/GIB who have demonstrated past contracting performance and sound financial capabilities.
- Assistance with SAM.gov registration, socioeconomic applications and other client needs.
- Learn about Cybersecurity Maturity Model Certification (CMMC) – DoD Requirement.

Phone: 817-272-5978

Email: CrossTimbers@uta.edu

Website: <https://www.uta.edu/research/centers/cross-timbers>



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Be *Prepared* for Solicitations

SAM.gov = Keep profile **Active** and **Updated** (Bonding \$) www.sam.gov

APEX Accelerator = Become a client. Join Email List. **Subcontractor Resource**.
<https://www.apexaccelerators.us/#/service-area-locator>

Certify.SBA.gov = New application for SBA **federal contracting** certifications.
Must be *federally* recognized by the Small Business Administration

If you're 8(a), HUBZone, SDVOSB, and or WOSB

SBA Certified must appear on **SAM.gov** profile

Learn more at <https://certify.sba.gov/>

* If **NEW** to federal contracting: **PLEASE Contact Local APEX Accelerator FIRST**

➤ See Website for all APEX Accelerator **LINKS** that support areas under the Fort Worth District <http://go.usa.gov/xPQUK>

DID YOU KNOW

View **Opportunity Forecast, Events, & FAQ's** on
Office of Small Business Programs WEBSITE
FAQ's Section: *Information uploaded periodically*

Email Capability Statement to
Christina.J.Frey@usace.army.mil

* Learn How to **Request a
Capability Briefing on Website**

Download
Wealth of
Information
on SB Website



SWF Office of
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Opportunity
Forecast



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**Opportunity
Forecast
Information for Industry**

**Office of Small Business
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Fort Worth District (SWF)

U.S. Army Corps of Engineers (USACE)

<http://go.usa.gov/xPQUK>



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Office of Small Business Programs **Website**

**Forecast Link
is now
LIVE!**

Opportunity Forecast



Updated after the 4th of every month.

*Click on
Castle
to
download*

View Opportunity Forecast, Events, and FAQ's (Subcontracting Info)
How to request a Capability Briefing (LB must include SB)