

Contracting with Federal Government



U.S. Small Business
Administration

Red Tape Hotline

Red tape hotline

If you have concerns about federal regulations that impose excessive costs on small businesses, [reach out and let us know](#).

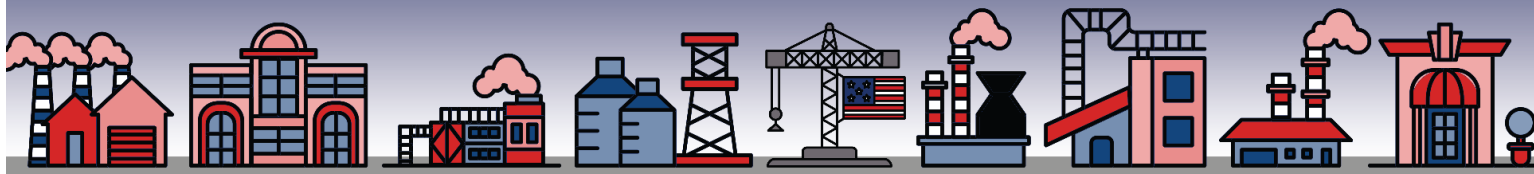
If a regulation can harm or help your manufacturing business, [write a comment letter](#) to the government and [send a copy to Advocacy staff](#).

[Learn more about SBA's Office of Advocacy](#).



MADE IN *AMERICA*

RESTORING U.S. MANUFACTURING



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Putting American manufacturers first | U.S. Small Business Administration

[NEW! Make Onshoring Great Again portal | U.S. Small Business Administration](#)

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[Agenda

- Government Contracting Suitability
- How the Government Buys Goods and Services?
- Marketing Your Business & Identifying Federal Opportunities
- How the Government Can Help



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Are You a Small Business?

Size Standards

Determined by
NAICS industry
codes

Business Type

Sole proprietorship,
partnership, corporation,
or any other legal form

Location

Operates primarily
within the U.S.

Size Restrictions

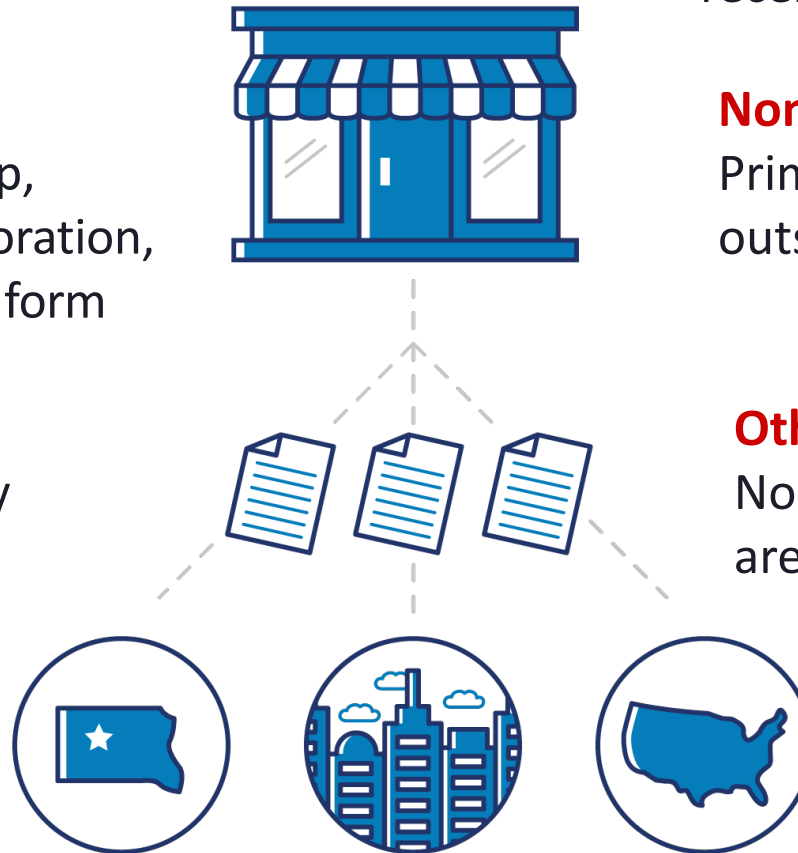
Average number of
employees or annual
receipts

Non-Qualified Business

Primary operations
outside the U.S.

Other

Non-profit businesses
are not considered



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Is Your Business Ready?



Does the Government...
Buy what you sell

Do you have...
Federal contracting experience
Cash, inventory, working capital

Are you capable...
Of fulfilling a government
contract

Do you know...
Where to find contracting
opportunities



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To be determined responsible, a prospective contractor must-

(a) Have adequate financial resources to perform the contract, or the ability to obtain them (see [9.104-3\(a\)](#));

(b) Be able to comply with the required or proposed delivery or performance schedule, taking into consideration all existing commercial and governmental business commitments;

(c) Have a satisfactory performance record (see [9.104-3 \(b\)](#) and [subpart 42.15](#)). A prospective contractor shall not be determined responsible or nonresponsible solely on the basis of a lack of relevant performance history, except as provided in [9.104-2](#);

(d) Have a satisfactory record of integrity and business ethics (for example, see [subpart 42.15](#));

(e) Have the necessary organization, experience, accounting and operational controls, and technical skills, or the ability to obtain them (including, as appropriate, such elements as production control procedures, property control systems, quality assurance measures, and safety programs applicable to materials to be produced or services to be performed by the prospective contractor and subcontractors). (See [9.104-3\(a\)](#).)

(f) Have the necessary production, construction, and technical equipment and facilities, or the ability to obtain them (see [9.104-3\(a\)](#)); and

(g) Be otherwise qualified and eligible to receive an award under applicable laws and regulations (see also inverted domestic corporation prohibition at [9.108](#)).

Parent topic: [9.104 Standards.](#)



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Government-Wide Contracting Goals

COMPETITION TYPES TO WIN GOVERNMENT CONTRACTS

WORLD'S
LARGEST
BUYER



- \$600,000+ billion/year
- 23% federal contract dollars are intended for small businesses

01

Full and Open
Competition

02

Small Business
Set-Asides

03

Sole Source

8(a) Business Development Program



Nine-year program created to help socially and economically disadvantaged entrepreneurs gain access to—and succeed in—the federal marketplace

Build capacity and grow through contracts

Access to business development support

Visit our [certification upgrade page](#) to learn more. **If you have pending federal prime or subcontract offer that is contingent on receiving SBA certification, please contact us at certifications@sba.gov**



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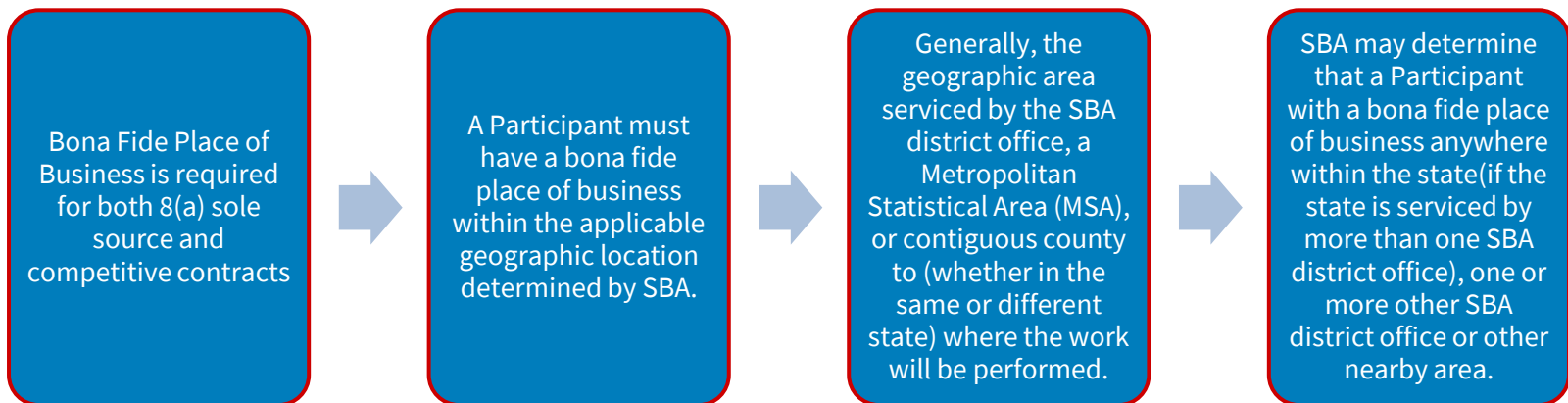
Eligibility Requirements – 8(a) Program

- Be a small business (as defined by <https://www.sba.gov/size-standards>)
- Demonstrate the potential for success such as having been in business for two years
- Have all its principals demonstrate good character
- Have the owner manage day-to-day operations and also make long-term decisions
- Not have previously participated in the 8(a) BD program
- Be at least 51 percent owned and controlled by U.S. citizens who are socially and economically disadvantaged
- **For initial 8(a) eligibility**, the personal net worth (PNW) of a disadvantaged individual must be less than **\$850,000**, and average income over past three years must be less than **\$400,000**
- **For continued 8(a) eligibility** after admission to the program, personal income, averaged over the past three years, may not exceed **\$400,000** and PNW may not exceed **\$850,000**



8(a) Firm Bona Fide Place of Business

Final Rule Changes: SBA Reinstates Rule to Return Federal Contractors to Work



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Should I apply? - [SBA Certify - Small Business Administration](#) | [SBA Certify – Small](#)

Match: Do you sell what the government buys?

Readiness: Is your business ready to take full advantage of the 8(a) Business Development Program?

Eligibility: Are you eligible for the 8(a) Business Development Program?

Knowledge Base: [Certify Help Desk - Confluence \(atlassian.net\)](#)

>>WOSB Office Hour for RFIs: [WOSB Office Hour for RFIs · WOSB.Certify.sba.gov](#)

[WOSB Office Hour for RFIs · WOSB.Certify.sba.gov](#)



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Set-Aside for Certification Programs and Socio-Economic Categories

Targeted set-asides and acquisition goals:

**Women-Owned Small Businesses
(5%)**

**Small Disadvantaged Businesses
(including 8(a) certified) (5%)**

HUBZone Businesses (3%)

**Service-Disabled Veteran-Owned
Small Businesses (5%)**

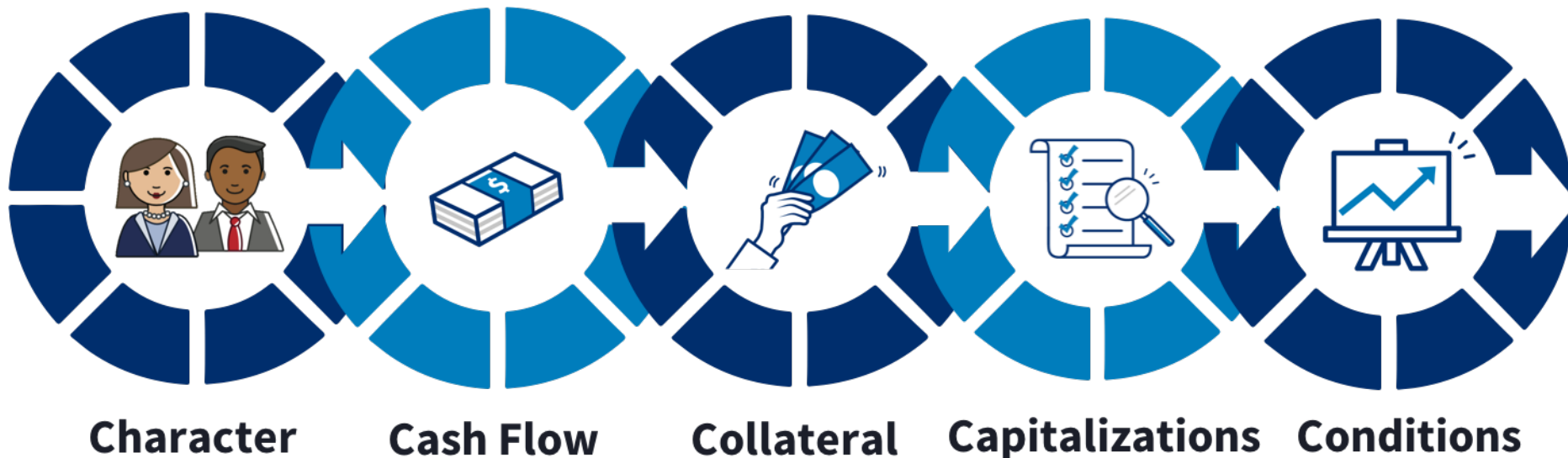


[>>SBA Certify - Small Business Administration](#)

Set-asides are reserved for small businesses between \$10,000 (Micro-purchase Threshold) to \$250,000 (Simplified Acquisition Threshold)

Do you have adequate cash flow to finance a government contract of the 5 C's of credit

Your local SBA Resource Partners can work with you to determine your creditworthiness using the **5 Cs Model**:



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Research Your Market



Know what agencies buy your **products and services**



Find your niche, competition is fierce



Understand areas of **government spending**



Know your **competition** and their contracts

Agency Recurring Procurement Forecasts: [Agency Recurring Procurement Forecasts | Acquisition.GOV](#)



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1



Purpose

- Proof of Qualification
- Communicate Your Value
- Introduction

3



What Is It

- Business Resume
- Relationship Builder

2



Marketing

- Door Opener
- Captivate Customers
- 6 Seconds to Capture Interest

4



How to Use It

- Prime or Teaming Opportunities
- Part of a Sources Sought or RFI



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To Get Started...



1

**Register in the
System for Award
Management
(SAM)**

[Click Here](#)

2

**Obtain a
Commercial and
Government
Entity
(CAGE) Code**

[Click Here](#)



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Things to Consider in Government Contracting

- Understand the Market
- Get Certifications
- Build a Strong Team
- Develop Bid Strategy
- Network and Build Relationship
- Be aware of Regulations
- Be patient and persistent

Things to Consider When Bidding on Government Contracting

- Identify Opportunities
- Review the RFP – Request for Proposal
- Make a Bid Decision
- Prepare your Bid
- Submit your Bid – On Time
- Patiently Wait for Award
- Be prepared for Post Award Requirements
- Never Stop

Agency Recurring Procurement Forecasts: [Agency Recurring Procurement Forecasts | Acquisition.GOV](#)



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Know the basic systems

- www.SAM.gov The System for Award Management
 - ✓ Primary source for agencies to learn about prospective vendors
 - ✓ Must register in SAM in order to sell goods/services to the government
 - ✓ All opportunities larger than \$25k listed (except for TOs under schedules, GWACS, IDIQs, etc.)
- www.SBS.gov Small Business Search
 - ✓ Your SBS Profile is your business resume; update it regularly
 - ✓ Access your profile through www.SAM.gov or through SBA General Login System (<https://eweb.sba.gov>)
- www.usaspending.gov
 - ✓ New system for all federal spending data
 - ✓ Identifies all historical contracts over \$25K (update to www.fpds.gov)
- [SBA Subcontracting Network \(SubNet\)](#)
 - ✓ In an effort to locate small business subcontractors, any large business can post a notice of a subcontracting opportunity



The SBA Resource Partner Network



- Small Business Development Centers (SBDC)
- Women's Business Centers (WBC)
- SCORE (www.score.org)
- Veteran's Business Outreach Centers (VBOC)



Approved and funded by the SBA



Find local resource partners near you at SBA.gov/local-assistance



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CALIFORNIA CAPITAL APEX ACCELERATOR (FORMERLY PTAC)



- **APEX Accelerator (APEX)**

- California Capital Financial Development Corporation
 - cacapital.org/APEX/ - 916.442.1729
 - Butte • Colusa • El Dorado • Glenn • Lake • Lassen • Modoc • Nevada • Placer • Plumas • Sacramento • Sierra • Sutter • Tehama • Yolo • Yuba



- **Monterey Bay APEX Accelerator**

- montereybayapex.org – 831.216.3000
- Alpine • Amador • Calaveras • Fresno • Kings • Mariposa • Madera • Merced • Mono • Monterey • San Benito • San Joaquin • Santa Cruz • Stanislaus • Tuolumne • Tulare



- **Norcal APEX Accelerator**

- norcalptac.org – 707.826.3916
- Del Norte • Humboldt • Shasta • Siskiyou • Solano • Trinity
- For a list of PTACs nationwide, visit: www.aptac-us.org



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SBA Contacts

Sacramento District Office

- [Sacramento DO@sba.gov](mailto:DO@sba.gov) / (916) 735-1700
- Subscribe to our [X](#) and [LinkedIn](#)
- Visit our district calendar: www.sba.gov/ca/sac
- Other SBA-Hosted Webinars: [The U.S. Small Business Administration Events | Eventbrite](#)
- [Training opportunities](#)
- This video demonstrates how to set up your MySBA Certifications application for submitting your first certification application>>. [Submitting Your First Application in MySBA Certifications - MySBA Certifications Knowledge Base – Confluence](#)
- [Putting American manufacturers first | U.S. Small Business Administration](#)



How are we doing?

Please take a minute to let us know

www.sba.gov/feedback



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