



U.S. Small Business
Administration



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Administration

Government Contracting 101

Getting Started

Selling to the Federal Government

- FY 2021 – over **\$2 Billion*** in federal contracts awarded to businesses located in the SBA Portland District (**\$600+ Billion** nationwide)
 - Over **\$1 Billion*** went to small businesses located in the SBA Portland District in FY 21
- Top five federal agencies buying in the Portland District
 - **U.S. Army Corps of Engineers** (Department of Defense)
 - **General Services Administration** (Public Buildings Service)
 - **U.S. Department of Veterans Affairs**
 - **U.S. Department of Interior** (Bureau of Land Management, U.S. Fish & Wildlife Service)
 - **U.S. Department of Agriculture** (U.S. Forest Service)
- Opportunities as a subcontractor to prime contractors

**Figures from the Federal Procurement Data System via USASpending.gov*

Is Your Business Ready?



Does the Government...
Buy what you sell

Do you have...
Past performance, inventory,
working capital, capacity, etc.

Are you capable...
Of fulfilling a government
contract

Do you know...
Where to find contracting
opportunities

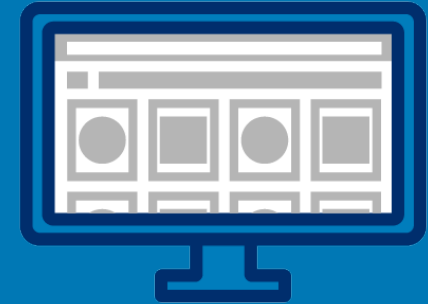
Do You Know Your NAICS Codes and Size Standards for Your Industry?



NAICS codes define establishments and are used for administrative, contracting, and tax purposes



SBA size standards using NAICS as their basis apply to all Federal government programs, including procurement



Visit the United States Census Bureau NAICS website to identify your NAICS code(s)

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

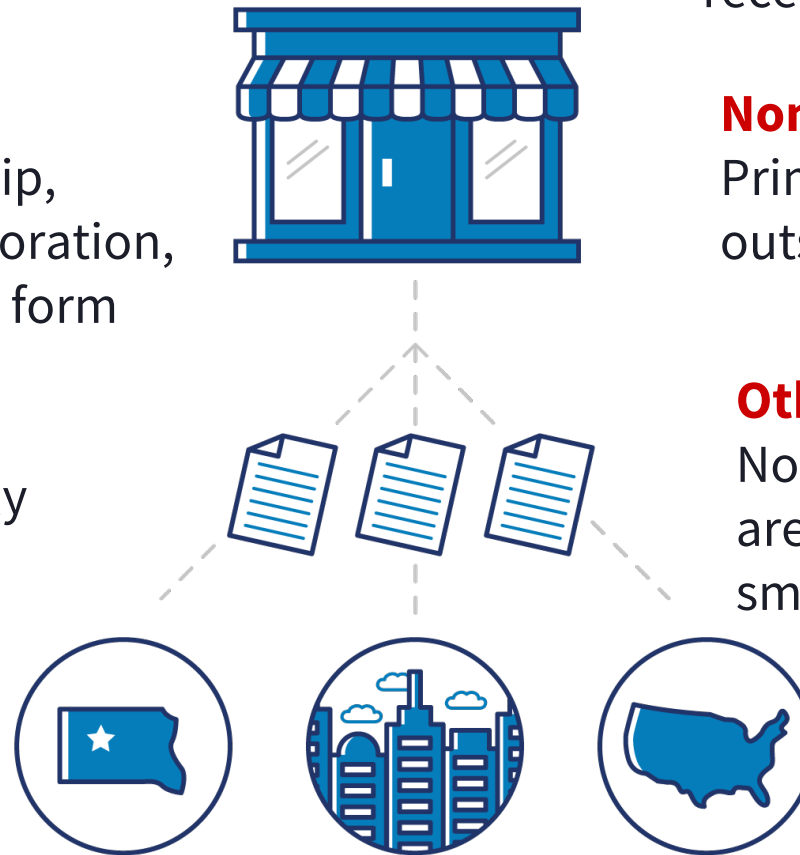
Average number of employees or annual receipts

Non-Qualified Business

Primary operations outside the U.S.

Other

Non-profit businesses are not considered small



System for Award Management (SAM)

Home Search Data Bank Data Services Help



Official U.S. Government Website
100% Free

The Official U.S. Government System for:

Contract Opportunities

(was fbo.gov)

Contract Data

(Reports ONLY from fpds.gov)

Wage Determinations

(was wdo.gov)

Federal Hierarchy

Departments and Subtiers

Assistance Listings

(was cfda.gov)

Entity Registration

Including Disaster Response Registry

Entity Reporting

SCR and Bio-Preferred Reporting

Exclusions

Register Your Entity

Register your entity to get started doing business with the federal government.



Get Started



Renew Entity



Check Registration Status

Already know what you want to find?

Select Domain...



e.g. 1606N020Q02



System for Award Management (SAM)

SAM Registration is **FREE** - contact your local PTAC for assistance

Steps:

1. Identify your NAICS Codes
2. Collect Business Information
3. Create an account at login.gov
4. Complete the four sections of SAM
 1. Core Data
 2. Assertions
 3. Representations and Certifications
 4. Points of Contact

Complete your Dynamic Small Business Search (DSBS) Profile!

SAM Update



- **Major Changes in SAM:**
 - **DUNS Numbers have gone away**
 - **New verification process**
 - **Expect delays for new entity registrations as well as annual updates**

Need assistance with your SAM registration? Contact your local PTAC!

www.gcap.org

SBA's Dynamic Small Business Search (DSBS)

- SBA's Dynamic Small Business Search (DSBS)
 - SAM feeds small business information into DSBS
 - Publicly searchable database of small businesses interested in selling to the government
 - Small businesses have the ability to add additional information into DSBS including
 - Website
 - Additional contact info
 - Capabilities narrative
 - Past performance information
 - Keywords
 - Bonding information
 - Search variables include
 - Certifications/small business status
 - DUNS/CAGE
 - Company location
 - Keywords
 - Bonding

http://dsbs.sba.gov/dsbs/search/dsp_dsbs.cfm

SBA's Dynamic Small Business Search (DSBS)

View	Name and Trade Name of Firm	Contact	Address and City, State Zip	Capabilities Narrative
1	Thomas/Wright, Inc.	KATHLEEN THOMAS	7455 SW Bridgeport Rd Ste 220 Tigard, OR 97224-7252	Planning, Design, & Surveying for Wastewater Conveyance Fac; Pump Stations; Storm Water Conveyance/Water Quality Fac; Stream Restoration; Transp/Transit Fac; HVAC/Plumbing for low/mid-rise bldgs; Water Distr Fac; Solid Waste Transfer Fac
2	Blue Duck, LLC East Lake Resort	Bruce G Bronson	22430 Paulina Lake Rd La Pine, OR 97739-7614	
3	Veteran Electric LLC VETERAN ELECTRIC	JENNIFER STOPPER	25770 S. Morgan Rd Estacada, OR 97023-9468	Veteran Electric is a SDVOSB, ESB, WOSB Electrical contractor servicing the Pacific Northwest. Our electrical service specialties include High Voltage, Medium Voltage and Low Voltage Systems
4	Invictus Technical Solutions LLC	Joshua Murphy	2876 NE DIAMOND LAKE BLVD ROSEBURG, OR 97470-3651	Invictus Technical Solutions was built and designed to provide systems support to government and private organizations. We bring experience and talent to the government and private sector to support what ever mission or need is required.
5	Acceptto Corporation Acceptto	Nahal Shahidzadeh	133 Sw Second Ave Ste 300 PORTLAND, OR 97204-3526	
6	T WILLIAMS COMPANY	Teddy Williams	2795 ANDERSON AVE STE 12 KLAMATH FALLS, OR 97603-7889	
7	Craig Adkins Media LLC	Craig D Adkins	11855 SW Ridgecrest Dr Ste 211 Beaverton, OR 97008-6356	Video Production work for government entities
8	Borror Enterprise Inc Custom Cbinets By James Borror	James A Borror	5030 S 6th St Klamath Falls, OR 97603-5006	
9	BENNY HEMPSTEAD EXCAVATING, INC.	BENNY HEMPSTEAD	93716 HACKETT LN COOS BAY, OR 97420-6262	We are a heavy construction general contractor that performs site prep, demolition, land clearing, water storm and sewer line construction and rock or other fill material hauler.
10	Jensens Tree Service Inc	ERIK S JENSEN	6200 UPPER OLALLA WINSTON, OR 97496-4583	We do R/W trimming and danger tree removal for Bonneville Power Administration and other utility companies. Fuel reduction on fire line on federal lands using chipper crews and brush machines. Licensed herbicide-pesticide spray applicators.
11	DIRT AND AGGREGATE INTERCHANGE, INC. DIRT & AGGREGATE INTERCHANGE	Corey Pelfrey	20905 NE SANDY BLVD FAIRVIEW, OR 97024-7785	General contractor for road construction work and guardrail installation
12	Evergreen Hearing Center Inc Evergreen Hearing Center	CHRISTOPHER GUSTAFSON	1024 Ne Baker St McMinnville, OR 97128-4932	
13	Avant Assessment, LLC Language Learning Solutions	JOHN HAAKANSON	940 WILLAMETTE ST STE 530 EUGENE, OR 97401-3138	Avant's Test Development Services for government and business have completed dozens of contracts for high and low level proficiency tests consisting of thousands of test items in over 38 languages.
14	Mccoy Russell LLP	B. Anna McCoy	806 SW Broadway	

Contracting Opportunities (SAM)

- FBO was decommissioned in November of 2019
- Contracting Opportunities > \$25,000, some award data, sources sought notices



[Home](#) [Search](#) [Data Bank](#) [Data Services](#) [Help](#)

Contract Opportunities

Contract opportunities are procurement notices from federal contracting offices. Anyone interested in doing business with the government can use this system to search opportunities. Opportunities include pre-solicitation notices, solicitation notices, award notices, and sole source notices.

If you are looking for grant opportunities, visit our partner site at [grants.gov](#).

Legacy Website



Federal Users

Manage contract opportunities as a contracting officer, contracting specialist, or administrator.

[Sign in to get started](#)

[Go to Contract Opportunities Federal home](#)

Search Contract Opportunities

[Advanced Search](#)

e.g. W91QVN-17-R-0088, light bulbs



How the Government Buys Goods and Services

Government-Wide Contracting Goals

COMPETITION TYPES TO WIN GOVERNMENT CONTRACTS

WORLD'S
LARGEST
BUYER



- \$500+ billion/year
- 23% federal contract dollars are intended for small businesses

01

**Full and Open
Competition**

02

**Small Business
Set-Asides**

03

Sole Source

Competition Types to Win Government Contracts



Full & Open

- Level playing field with full visibility
- Any responsible



Set-Asides

- Rule of Two
- Subcontracting limitations



Sole Source

- One firm can provide
- Compelling urgency
- International agreement
- National security or public interest
- Authorized or required by law
- Allowed under certain small business contracting and business development programs, such as 8(a)

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) (11%)**

HUBZone Businesses (3%)

**Service-Disabled Veteran-Owned
Small Businesses (3%)**



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

General Services Administration (GSA) Schedules



Requires prequalification



Gets your company on the schedule



Benefits the customer



Allows you to market your schedule



Accesses preferred vendor lists

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

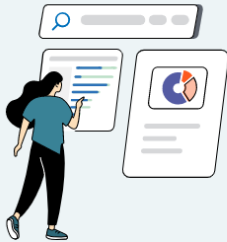
Market Research – USAspending.gov

New on USAspending: Unique Entity Identifiers
Beginning in March, UEs will be added to USAspending displays alongside DUNS numbers. [Learn more](#) and find out what changes you'll see on the site.



[Spending Explorer](#) [Award Search](#) [Profiles](#) [Download](#) [Resources](#)

The official source of government spending data



[Start Searching Awards](#)

[Learn about USAspending](#)

USAspending is the official open data source of federal spending information.

[▶ Play text animation](#)

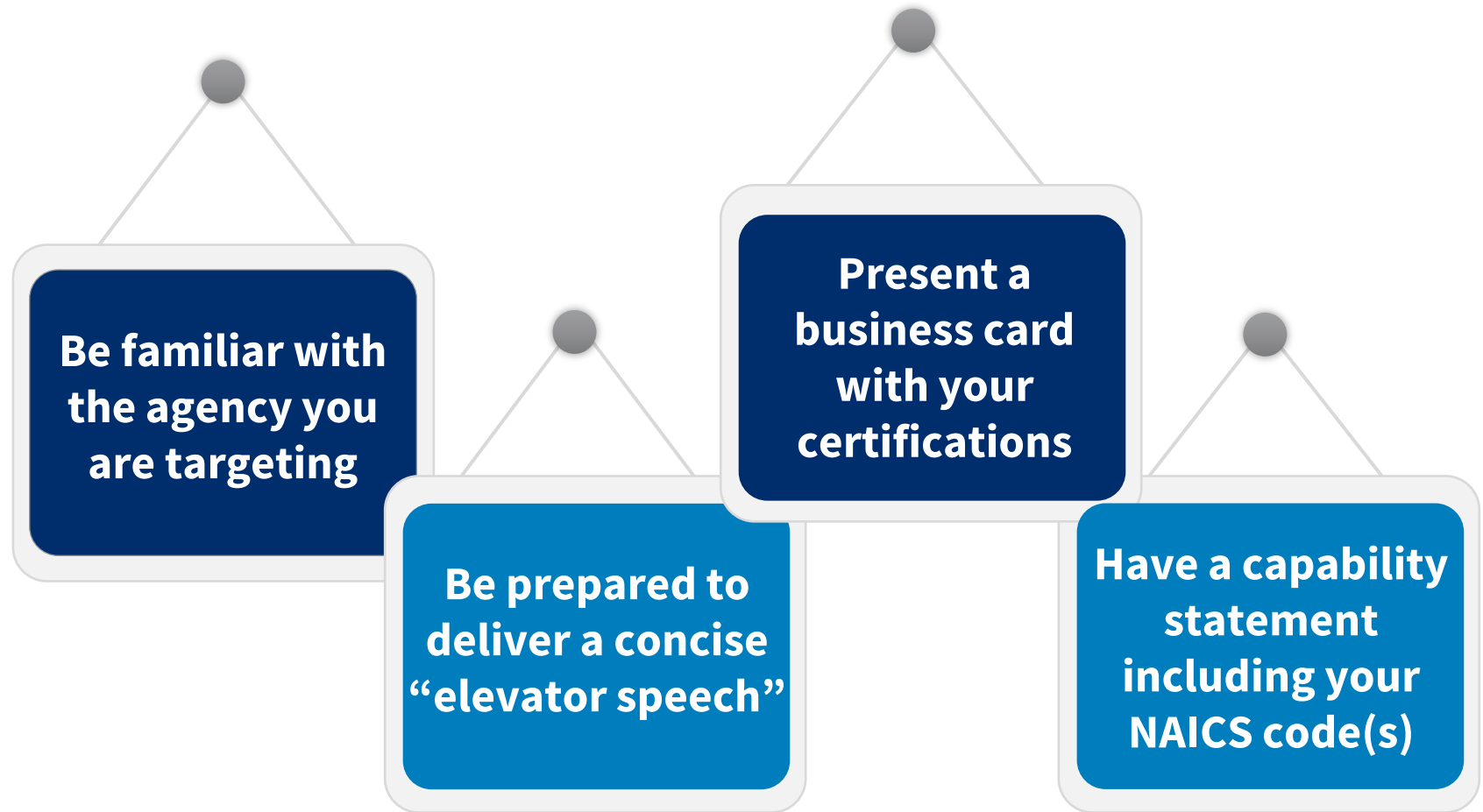


www.usaspending.gov

Understand Your Customers

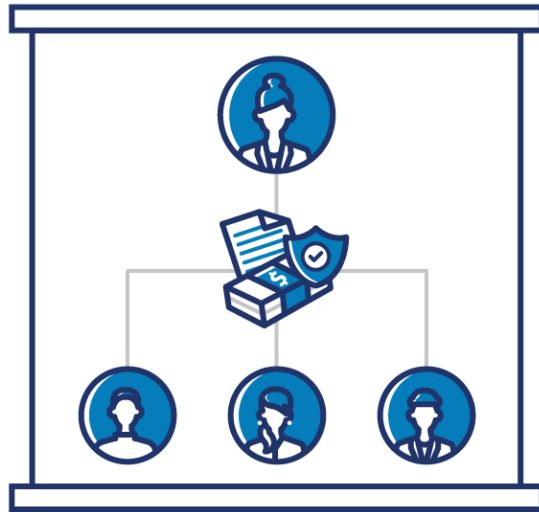


Ingredients to Making a Favorable Impression



Prime and Subcontracting

Prime and Subcontractor Relationship



DEFINITIONS

Prime Contractor:

A person who has entered into a prime contract with the U.S.

Subcontractor:

A person or business that is awarded a subcontract to provide supplies or services necessary in the performance of another's contract.

- **Prime controls relationship**
- **Prime and subcontractor need to work as a cohesive, high-performance team**
- **Planning and communication leads to more successful contract**

Consider Subcontracting



Build Capacity

- Land a Contract

Work with a Prime

- Teaming Agreement
- Joint Venture
- Mentor Protégé

Enhance Past Performance

- Gain Experience
- Expand Opportunities

Mentor-Protégé Program (MPP)



Access business development assistance

Build capacity and grow

Establish joint ventures

Resources

Procurement Assistance

SBA Resources

- Business Opportunity Specialist
- Procurement Center Representative

Procurement Technical Assistance Centers

- Government contract assistance
- Consulting and workshops
- Information and resources

Marketing Resources

- [Federal Procurement Data System](#)
- [System for Award Management](#)
- [Dynamic Small Business Search System](#)
- [Subcontracting Networking System \(SubNet\)](#)
- [NAICS Lookup](#)

Other Resources

- [USASpending](#)
- GSA Subcontracting Directory



Resources

► Procurement Technical Assistance Centers (PTACs)

- In Oregon: www.gcap.org
 - Calendar of Events: [Calendar \(gcap.org\)](http://www.gcap.org/calendar)
- In Washington: www.washingtonptac.org
 - Calendar of Events: [Washington PTAC \(ecenterdirect.com\)](http://www.washingtonptac.org/calendar)

► Women's Business Center at Mercy Corps NW:

<https://www.mercycorpsnw.org/business/womens-business-center/>

► Small Business Development Centers (SBDCs)

- Find your local center at: <https://www.bizcenter.org/> in Oregon or <http://wsbdc.org/> in Washington

► SCORE

- Find a mentor at: <https://www.score.org/find-mentor>

Helpful Links

- **Certify.SBA.gov:** [certify.SBA.gov](https://certify.sba.gov)
- **13 CFR 124 (8(a) Regulations):** [eCFR :: 13 CFR Part 124 Subpart A -- 8\(a\) Business Development](https://www.ecfr.gov/current/title-13/chapter-I/subchapter-B/part-124/subpart-A)
- **Oregon PTAC (GCAP):** [Oregon Government Contract Assistance Program \(gcap.org\)](https://gcap.org)
- **Washington PTAC:** [Washington PTAC - PTAC - Washington State Procurement Technical Assistance Center](https://www.wa-ptac.org)
- **System for Award Management (SAM):** [SAM.gov](https://sam.gov) | [Home](#)
- **SBA's 8(a) BD Program Website:** [8\(a\) Business Development program \(sba.gov\)](https://www.sba.gov/8a)
- **USA Spending (Market Research):** [Government Spending Open Data | USAspending](https://www.usaspending.gov)
- **SBA's Dynamic Small Business Search (DSBS):** [Government Spending Open Data | USAspending \(sba.gov\)](https://www.usaspending.gov)
- **SBA Table of Size Standards:** [SBA Table of Size Standards](https://www.sba.gov/size-standards)

Helpful Links

- **SBA's Mentor Protégé Program (MPP):** [SBA Mentor-Protégé Program](#)
- **NAICS Code Lookup:** [North American Industry Classification System \(NAICS\) U.S. Census Bureau](#)
- Federal Acquisition Regulations (FAR): [FAR | Acquisition.GOV](#)
- **SBA Office of Government Contracting:** [Office of Government Contracting \(sba.gov\)](#)
- **SBA Portland District Office:** [Portland District Office | The U.S. Small Business Administration | SBA.gov](#)

Where To Go for Help

Contact Information

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