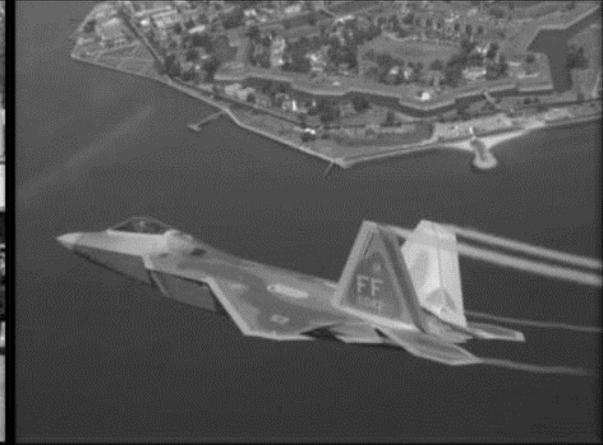




DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY



Small Business Programs *A Quick Glance*

Socioeconomic Programs and Set-Asides

*Office of Small Business Programs
DLA Land and Maritime*

WARFIGHTER SUPPORT ENHANCEMENT

STEWARDSHIP EXCELLENCE

WORKFORCE DEVELOPMENT



Agenda



- The Small Business Act
- Determining Small Business Status
- Small Business / Socio Economic Programs Initiatives
 - Historically Underutilized Business Zone (HUBZone)
 - Service-Disabled Veteran-Owned Small Business (SDVOSB)
 - Women Owned Small Business (WOSB)
 - Small Disadvantaged Business (8(a))
- Increasing Small Business Opportunities
- Points of Contact for Help



Small Business Act



Policy and Purpose

- Promote the competitive viability of small businesses by providing contract, financial, technical, and management assistance.
- Provide “Maximum practicable opportunities to compete for and participate in contracts and subcontracts” by:
 - Small businesses
 - Veteran-owned small businesses
 - Service-disabled veteran-owned small businesses
 - HUBZone small businesses
 - Small disadvantaged businesses (8a)
 - Women-owned small businesses



Small Business Act (Cont'd)



Local implementation

- DLA Land and Maritime Office of Small Business Programs (OSBP) and SBA PCR:
 - Counsel and assist buyers and small businesses
 - Review proposed acquisitions to recommend setting them aside when not unilaterally set-aside by the contracting officer (KO) (Small Business Coordination Record/DD2579)



Small Business Status



Is your business a Small Business Entity?

- North American Industry Classification System (NAICS) codes: <http://www.census.gov/eos/www/naics.html>
- Size standards (PDF file numerically listing NAICS codes with definition and dollar amount and number of employees):
http://www.sba.gov/sites/default/files/files/Size_Standards_Table.pdf
- Offeror's representation (now contained in System for Awards Management (SAM))
<https://www.sam.gov>



Small Business Set-Asides



Purpose - Award certain acquisitions exclusively to small business concerns

- Total Set-aside
 - “Rule of Two” (reasonable expectation that offers will be obtained from two or more responsible small business concerns that are competitive in terms of market prices, quality and delivery)
 - Automatic Small Business reservation (Set-Aside) between \$3K and \$150K
- 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)



Determining Small Business Set-Asides



- Under \$3K: Micro-purchase
No Set-Aside – May be Awarded to Small Business
- \$3K-\$25K: Reasonable expectation of offers from at least 2 small business concerns offering product of different large or small domestic manufacturers
Shall be Set-Aside
- \$25K-\$150K: Reasonable expectation of offers from at least 2 small business concerns offering the product of same or different small domestic manufacturers
Shall be Set-Aside
- \$150K+: Reasonable expectation of offers from at least 2 small business concerns offering the product of different small domestic manufacturers
Shall be Set-Aside



Small Business Set-Asides



Non-manufacturer rule – allows a small business to offer a product that it did not manufacturer under a small business set-aside

- Exception – Small businesses may supply a large business product
 - Simplified Acquisition Procedures
 - Procurement Action does not exceed \$25,000
 - Item is Manufactured in US (domestic)
- Waiver – Small businesses may supply a small, large or foreign product (over \$25,000)
 - SBA determines no small businesses are available for the specific product or class of products
 - View Class waiver list at:
<http://www.sba.gov/content/class-waivers>



Historically Underutilized Business Zone (HUBZone) Set-Aside



Regulations

- SBA Certified Program
- Competitive and Sole Source Awards
- Utilize HUBZone Evaluation Factor
- 35% rule for Employee Residency

Challenges

- Must provide end item of HubZone manufacturer
- Difficult for HUBZone Suppliers to Meet Employment Requirement
- Reduction in number of HUBZone Suppliers

References

- FAR 19.13 – HUBZone Program
- <http://map.sba.gov/hubzone/maps>

What can you do

- Verify via HUBzone map that your principal office and at least 35% of your employees reside in a HUBZone.



Is your company in a HUBZone area?



Service Disabled Veteran Owned Small Businesses Set-Aside (SDVOSB)



Regulations

- Self Certifying Program
- SDVOSB owners must support status with documentation from DoD and/or Department of Veteran Affairs
- Competitive and Sole Source Awards

Challenges

- SDVOSBs Awareness of Current Solicitations/ Sources Sought
- Not Submitting Quotes
- SDVOSB Quotes Do Not Meet The Fair Market Price

References

- FAR 19.14 – SDVOSB Procurement Program



What can you do

- Know your capabilities
- Develop a plan
- Know your competition
- Network with advocates

Are you a Veteran Owned Small Business that would qualify as a SDVOSB?



Women Owned Small Businesses Set-Aside (WOSB)



Regulations

- Set-Aside Driven by NAICS
- Self Certified or Third Party Certifier (WOSB/EDWOSB)
- At least 51% owned & controlled by one or more women.

Challenges

- WOSB's eligible for fewer industries for set-asides than EDWOSB's

References

- FAR 19.15 – WOSB Program
- www.sba.gov/wosb
- <http://www.sba.gov/content/contracting-opportunities-women-owned-small-businesses>



What can you do

- Register in SAM
- Register in SBA's Global Login System (GLS)
- Submit documents verifying eligibility to WOSB Program Repository

EDWOSBs can also participate in WOSB set-asides



Small Disadvantaged Businesses (8(a) Set-asides)



Regulations

- Sole Source 8(a) : less \$6.5M
- Competitive 8(a) : more \$6.5M
- *Sole Source* 8(a) solicitations are NOT synopsisized/ or posted on DIBBS

Challenges

- No awards can exceed Fair Market Price (FMP)

References

- FAR 19.8 – Contracting with SBA (The 8(a) Program)
- <http://www.sba.gov/8abd>

What can you do

- Search DIBBS for FSC/NSNs that match your expertise
- Coordinate with local SBA and Small Business Program Offices to see which NSNs are good candidates for 8a Program



SBA 8(a) Program is a 9 year program



Increasing Small Business Opportunities



Where Opportunities Are Posted



- DIBBS: www.landandmaritime.dla.mil
- Federal Business Opportunities: www.fedbizopps.gov
- DLA Warren: <http://contracting.tacom.army.mil/opportunity.htm>
- DLA Mechanicsburg: <https://www.neco.navy.mil/>
- DLA Aberdeen: <http://cecom.army.mil/smallbusiness/index.html>
- Norfolk:
http://www.navsup.navy.mil/navsup/ourteam/navsupgls/prod_serv/contracting/con_navsupflcn
- Pearl Harbor:
https://www.navsup.navy.mil/navsup/ourteam/navsupgls/prod_serv/contracting/con_navsupflcph
- Puget Sound:
<https://www.navsup.navy.mil/navsup/ourteam/navsupgls/navsupflcps>
- Portsmouth: <https://www.neco.navy.mil/>



Increasing Small Business Opportunities



- SBA Dynamic Small Business Search (Now In SAM)
- Webinars
- Publicizing (Synopsis/FedBizOpps)
- Sources Sought (i.e. Various Gun & Vehicle Commodities)
- Market Research:
 - Surveys
 - Industry/Small Business Conferences
 - One-on-one meetings with potential offerors
 - Pre-solicitation notices
 - Draft RFPs
- Teaming with Large Businesses under Subcontracting Plans
- Office of Small Business Programs and SBA staff



Procurement Technical Assistance Centers (PTACs)



- DLA Land and Maritime's Office of Small Business Programs work with the nearly 100 PTAC offices across the country so they can teach potential small suppliers how to do business with DLA.
- PTACs are 50% funded by DLA and by State and Local Governments to offer this type of training.

<http://www.aptac-us.org/new/>



Socio-Economic Program Set-Aside Request (SEPSAR) Form



1 Socio-Economic Program Set-Aside Request (SEPSAR)

Company Name:	<input type="text"/>	Cage Code:	<input type="text"/>	Check box if you a manufacturer:	<input type="checkbox"/>
Web Address:	<input type="text"/>	Point of Contact:	<input type="text"/>		
Email:	<input type="text"/>	Alternate POC:	<input type="text"/>		
Request Date:	<input type="text"/>	Phone:	<input type="text"/>		

Supplier's Proposed Procurement Actions

	Set Aside	Sole Source	NSNs
	<input type="checkbox"/> Small Business <input type="checkbox"/> Service Disabled Veteran Owned <input type="checkbox"/> HubZone <input type="checkbox"/> 8A <input type="checkbox"/> Woman Owned	<input type="checkbox"/> Service Disabled Veteran Owned <input type="checkbox"/> HubZone <input type="checkbox"/> 8A <input type="checkbox"/> AbilityOne	Number of NSNs: 1 Add additional NSNs at the Tab 2 spreadsheet below.

Enter proposed National Stock Number (NSNs) candidate(s) below. Please allow 20 business days for a response.

NSN	Procurement Action	Set Aside	Sole Source	Partial Set Aside	Description	Manufacturer	Cage	Dealer Name	Cage	ADV (Internal)
	Select..	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>						
	Select..	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>						
	Select..	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>						
	Select..	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>						
	Select..	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>						
	Select..	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>						
	Select..	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>						
	Select..	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>						
	Select..	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>						
	Select..	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>						

Located at: <http://www.landandmaritime.dla.mil/Offices/smbusiness/>
 Submit form to: DLA.Land.and.Maritime.SEPPR.Form@dla.mil



Business Counseling Center (BCC)



The purpose of the BCC

- Assist Small Businesses in their search for business opportunities
- Provides one-on-one counseling sessions
- DIBBS support
- Provides a conference area for suppliers and DLA Land and Maritime associates to meet

Hours of the BCC are 8:30AM to 4:00PM EST
Monday - Friday
Located in Building 20, Room B117S