



Federal Procurement Overview

Presented to:
Michigan Minority Contractors Association (MMCA)

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Marilyn C. Nash
Business Opportunity Specialist
Michigan District Office
U.S. Small Business Administration



Agenda

- Initial Considerations
- Getting Registered
- Small Business Programs
- Finding Opportunities
- Mentor-Protégé Program
- Access to Capital



Initial Considerations

Why Sell to the Federal Government?

Federal Procurement Stats (FY15)

- \$440 Billion

Total purchases of goods/services

- \$91.4 Billion

Total purchases of goods/services to small business



Who should sell to the Government?

Companies:

- Which are successful / stable
- Have been in operations for 2 years
- Looking for market expansion
- Have dedicated resources for business development in the federal market



Getting Registered

Contracting

Video: Sell to the Government ▶

Qualify for Government Contracts ▶

Government Contracting Blogs ▶

SBA.gov » Contracting » Getting Started as a Contractor

Contracting

- ▶ What is Government Contracting?
- ▶ **Getting Started as a Contractor**
- ▶ Finding Government Customers
- ▶ Resources for Small Businesses
- ▶ Government Contracting Programs
- ▶ For Contracting Officials

Getting Started as a Contractor

Qualifying as a Small Business

You may take it for granted that your company is a "small business". The distinction is important if you wish to register for government contracting as a small business.

Get a D-U-N-S Number

Before you can bid on government proposals, you need to obtain a Dun & Bradstreet, or D-U-N-S, Number, a unique nine-digit identification number for each physical location of your business.

Determine Your NAICS Code

The North American Industry Classification System (NAICS) classifies business establishments for the purpose of collecting, analyzing, and publishing statistical data related to the U.S. economy.

Register for Government Contracting

Once you have classified your company based on the established size standards, you are ready to begin registering to do business with the government.

Make Sure You Meet SBA Size Standards

Learn about the definition of – and qualifications for – a small business and why it's important to know your status.

See more at: <https://www.sba.gov/contracting/getting-started-contractor>



Getting Registered

Steps to Registering as a Federal Contractor & Certifying Your Business as Small

1. Obtain a D-U-N-S Number

You will need to obtain a Dun & Bradstreet D-U-N-S® Number. This is a unique nine-digit identification number for each physical location of your business.

<http://fedgov.dnb.com/webform/displayHomePage.do;jsessionid=81407B1F03F2BD B123DD47D19158B75F>

2. Register your Business with the System of Award Management (SAM)

SAM allows Government agencies and contractors to search for your company based on your ability, size, location, experience, ownership and more. SAM also informs searchers of firms certified by the SBA under other Small Business Programs.

WWW.SAM.GOV

3. Find the NAICS Codes for Your Company

You need a North American Industry Classification System (NAICS) which classifies the economic sector, industry and country of your business.

For Federal contracting purposes, you will need to identify in SAM all the NAICS codes (industries) applicable to your business. <https://www.census.gov/eos/www/naics/>



Small Business Set-Asides and Goals

Set-Asides

23% Small Businesses

5% Women-Owned Small Business (113 NAICS Codes)

3% 8(a) Business Development Program

3% Service Disabled Veteran-Owned Small Business

3% HUBZone Businesses



CERTIFICATIONS

Small Business Self-Certified	1. Obtain your Duns & Bradstreet (D&B) DUNS number: https://fedgov.dnb.com/webform
Small Disadvantaged Business (SDB) Self-Certified	2. Identify your NAICs Code: http://www.census.gov/eos/www/naics/
Service Disabled Veteran-Owned Small Business (SDVOSB) Self-Certified	3. Register your business on the System for Award Management (SAM): https://www.sam.gov 4. During SAM registration, complete the SBA Dynamic Small Business Profile, indicating certification
Women-Owned Small Business (WOSB) & Economically Disadvantaged Women-Owned Small Business (EDWOSB) Self Certified or Third Party Certified	1. Self-Certify https://www.certify.sba.gov - OR - 2. Use Approved, Third- Party Certifiers: <ul style="list-style-type: none"> • El Paso Hispanic Chamber of Commerce • National Women Business Owners Corporation • US Women’s Chamber of Commerce • Women’s Business Enterprise National Council (WBENC) ***WOSB Only
Historically Underutilized Business Zone (HUBZone)	Must Apply with SBA: https://www.certify.sba.gov
8(a) Business Development Program	Must Apply with SBA: https://www.sba.gov/category/navigation-structure/how-apply

PROCUREMENT OPPORTUNITIES

Federal Agencies

<https://www.usa.gov/federal-agencies/a>

Federal Business Opportunities (FedBizOpps)

<https://www.fbo.gov/>

FedConnect

<https://www.fedconnect.net/FedConnect/default.htm>

FedBid

<http://www.fedbid.com/>

Acquisition Gateway / Forecast of Contract Opportunities

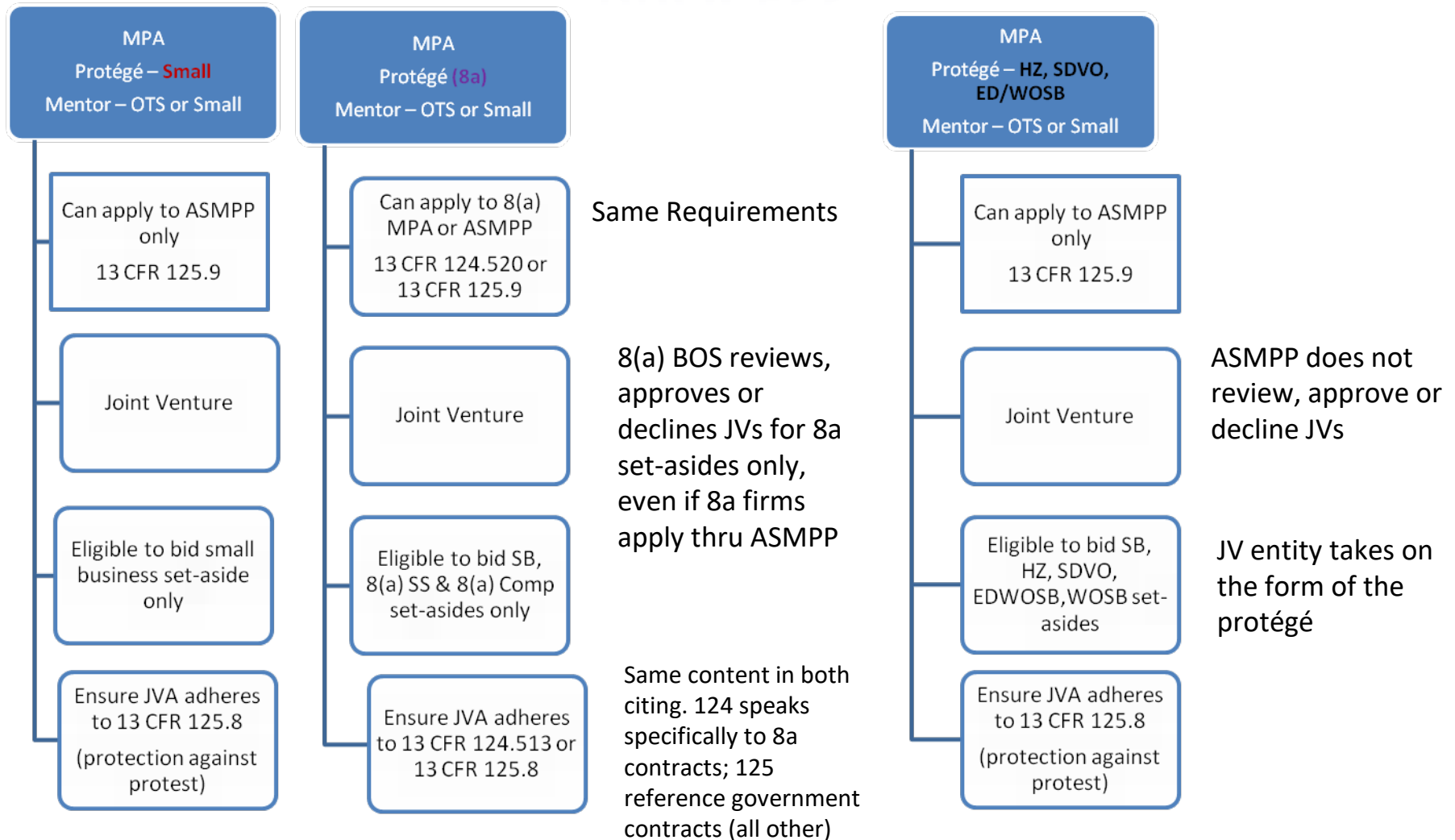
<https://hallways.cap.gsa.gov/app/#/x/forecast-of-contracting-opportunities>

SBA Sub-Net

<https://web.sba.gov/subnet/>



MENTOR PROTÉGÉ PROCESS





Mentor Protégé Program

Mentor-provided assistance can be sought for any, or all of the following activities:

Management and Technical Assistance

Internal business management systems; accounting processes; marketing and business/strategic planning assistance; technology transfers; and manufacturing assistance.

Financial Assistance

In the form of equity investments and/or loans; and bonding.

Contracting Assistance

Contracting processes; capabilities; acquisitions; and performance.

Trade Education

International Trade business and strategic planning; finding markets; and learning how to export.

Business Development Assistance

Strategy; and identifying contracting and partnership opportunities.

General and/or Administrative Assistance

Business processes and support; human resource sharing; security clearance support; and capacity building.

Access to Capital

Loans & Grants

Video: SBA Loans Explained ▶

Connect with SBA Lenders ▶

Blogs on Financing ▶

SBA.gov » Loans & Grants » See What SBA Offers » SBA Loan Programs

Loans & Grants

▼ See What SBA Offers

What SBA Offers to Help Small Businesses Grow

▶ SBA Loan Programs

SBIC Investments

Surety Bonds

What SBA Doesn't Offer

▶ Get Ready to Apply

▶ Connect with SBA Lenders

▶ Find Other Sources for Financing

SBA Loan Programs

SBA offers a variety of loan programs for very specific purposes. Take some time to study the programs described in this section, to see if you qualify to participate.

General Small Business Loans: 7(a)

The 7(a) Loan Program, SBA's most common loan program, includes financial help for businesses with special requirements.

Disaster Loans

SBA provides low-interest disaster loans to businesses of all sizes, private non-profit organizations, homeowners, and renters. SBA disaster loans can be used to repair or replace the following...

Microloan Program

SBA's Microloan Program provides small, short-term loans to small business concerns and certain types of not-for-profit child-care centers.

Loan Programs

From starting up or expanding your business to recovering from disasters, SBA loan programs are available to help your business succeed. You can explore various types of loans that may be available...

Real Estate & Equipment Loans: CDC/504

This loan program provides financing for major fixed assets such as equipment or real estate.

Access to Capital

Surety Bonds

[SBA Loans Explained Video ▶](#)

[Connect with SBA Lenders ▶](#)

[Blogs on Financing ▶](#)

[SBA.gov » Surety Bonds](#)

Surety Bonds

[Surety Bonds: The Basics](#)

[Prior Approval & Preferred Programs](#)

[Agents & Participating Surety Companies](#)

[For Contractors](#)

[For Surety Companies and Agents](#)

[Bond Guarantee Application Forms](#)

[Frequently Asked Questions](#)

[Contact SBA Surety Bonds Staff](#)

Surety Bonds

A surety bond is a document signed by the contractor and the surety company that assures the project owner the contract will be completed.

Contractors obtain surety bonds from surety companies or agents representing surety companies. Most public construction contracts and many private contracts require one, so if you're a construction or service contractor bidding on a project, you'll probably need a surety bond.

SBA guarantees bid, performance and payment bonds issued by surety companies. This Federal guarantee encourages surety companies to bond small businesses who are having difficulty obtaining bonding on their own.

Explore these [links](#) to learn more about surety bonds, why you may need a surety bond and how SBA can help you obtain one.

Surety Bonds: The Basics

A surety bond ensures contract completion in the event of contractor default. A project owner seeks a contractor to fulfill a contract. Learn more about surety bonds.

For Contractors

Determine if your business is eligible for a surety bond guarantee and learn how to apply for one.

Prior Approval & Preferred Programs

The SBA Surety Bond Guarantee Program consists of the Prior Approval Program and the Preferred Program. Learn about these two programs.

For Surety Companies and Agents

Learn how surety companies and agents can participate in SBA's Surety Bond Guarantee Program. Also find out how surety companies and agents can submit bond guarantee

Agents & Participating Surety Companies

Find companies and agents who participate in SBA's Surety Guarantee program.

Bond Guarantee Application Forms

Find bond guarantee application forms for the Prior Approval Program and the Preferred Program.



Points of Contact

U.S. Small Business Administration, Michigan District Office
McNamara Federal Bldg.
477 Michigan Ave., Room 515
Detroit, MI 48226

Business Opportunity Division:

Mr. Thomas Vargo, Lead Business Opportunity Specialist | thomas.vargo@sba.gov
(313) 324-3617

Ms. Marilyn Nash, Business Opportunity Specialist | marilyn.nash@sba.gov
(313)324-3626

Mr. Joel Auer, Business Opportunity Specialist | joel.auer@sba.gov
(313) 324-3616

**For more information, please visit us online:
<https://www.sba.gov/offices/district/mi/detroit>**