

Does the Federal Government buys what I sell?

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GOVERNMENT OF PUERTO RICO

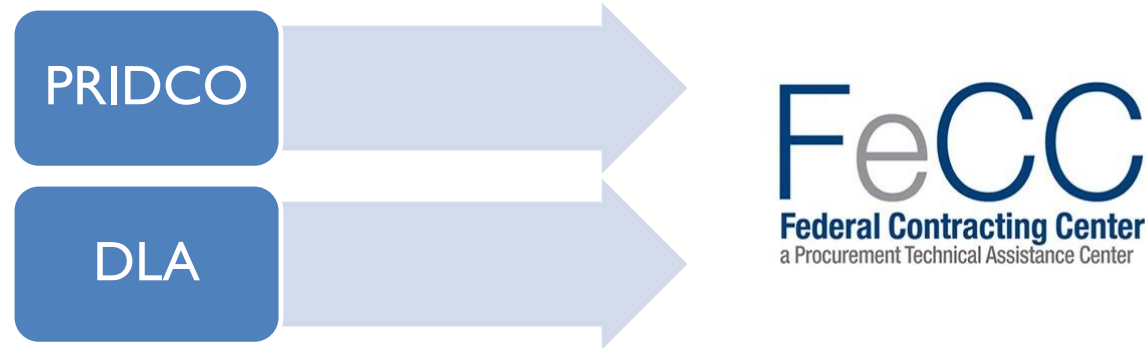
Department of Economic Development and Commerce



FeCC
Federal Contracting Center
a Procurement Technical
Assistance Center

Federal Contracting Center (FeCC)

a Procurement Technical Assistance Center



- A division of the Puerto Rico Industrial Development Company (PRIDCO)
- Cooperative agreement with DoD
- Part of a nationwide network of 98 PTACs
- 33 years of experience



Puerto Rico Federal Contracting Center

	To proactively position businesses in the federal government market while actively assisting and matchmaking companies with federal contracts available.	Mission
Goal	To generate employment and improve the general economy of Puerto Rico by assisting business firms to obtain and perform under federal state, and municipal government contracts.	



Federal Contracting Center Services

Technical Support

- DUNS Number
- SAM
- SBA and VA Certifications
- One-on-one counseling
- Bid preparation
- GSA Schedules

Marketing

- Market intelligence
- Identify & match bids
- Forecasting
- Capturing plan
- Help you decide if this is the right market for your firm

Training

- Federal Contracting education
- Matchmaking events
- E-training

Advocacy

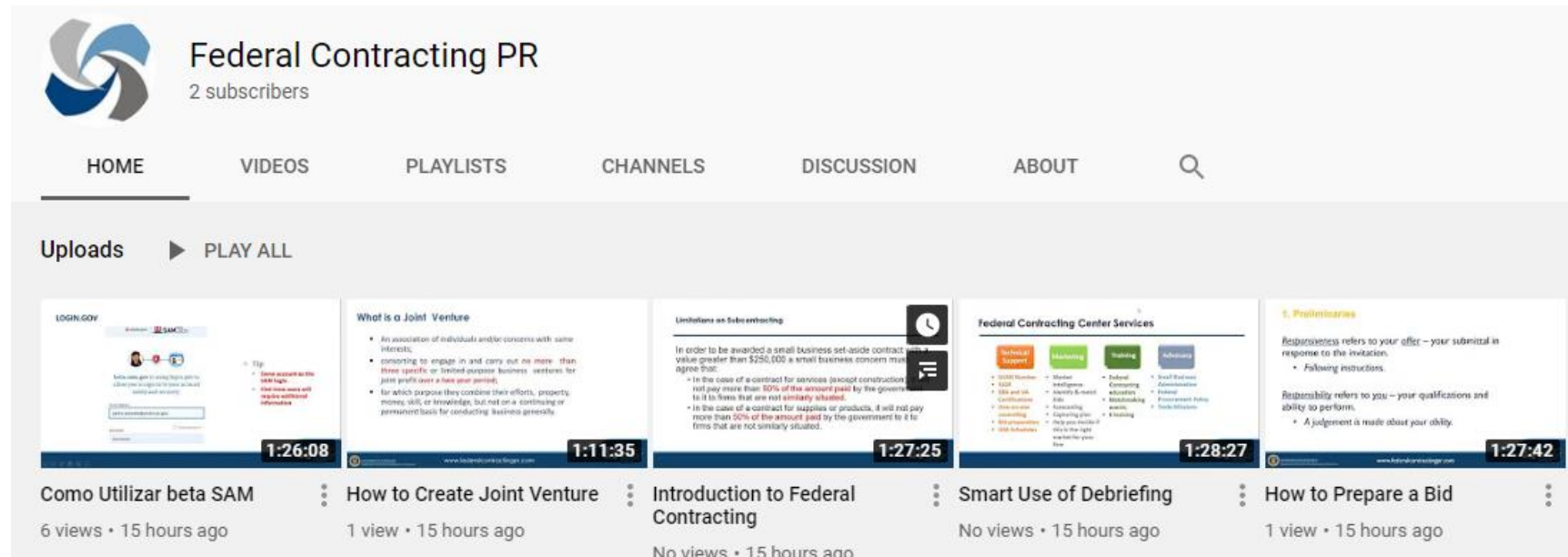
- Small Business Administration
- Federal Procurement Policy
- Trade Missions



Federal Contracting Center Youtube Channel

Federal Contracting Center PR – YouTube

https://www.youtube.com/channel/UCeevGEN3EySWMMNmn0xo0mw?view_as=subscriber



The screenshot displays the YouTube channel page for "Federal Contracting PR", which has 2 subscribers. The navigation bar includes links for HOME, VIDEOS, PLAYLISTS, CHANNELS, DISCUSSION, and ABOUT. The "Uploads" section is active, showing a row of five video thumbnails with their titles, durations, and view counts.

Video Title	Duration	Views	Time Ago
Como Utilizar beta SAM	1:26:08	6 views	15 hours ago
How to Create Joint Venture	1:11:35	1 view	15 hours ago
Introduction to Federal Contracting	1:27:25	No views	15 hours ago
Smart Use of Debriefing	1:28:27	No views	15 hours ago
How to Prepare a Bid	1:27:42	1 view	15 hours ago



Our Objectives

- Understand the critical steps for market research
- Familiarized yourself with key websites
 - Past, Present and Future
- Additional Websites To Look At
- Help you determine if the Federal Government buys what you sell



Critical Steps

- Know your NAICS code(s) and Product Service Code(s)
www.census.gov and <https://www.acquisition.gov/Psc-manual>
- Determine who is contracting with your competitors
- Make sure your SAM and Dynamic Small Business Search are updated
- Focus your search
- What agencies buy the most of your product?
- What location(s) do you want to target?
- What prime contractors should you target
- Is your price competitive?
- When was the contract awarded?

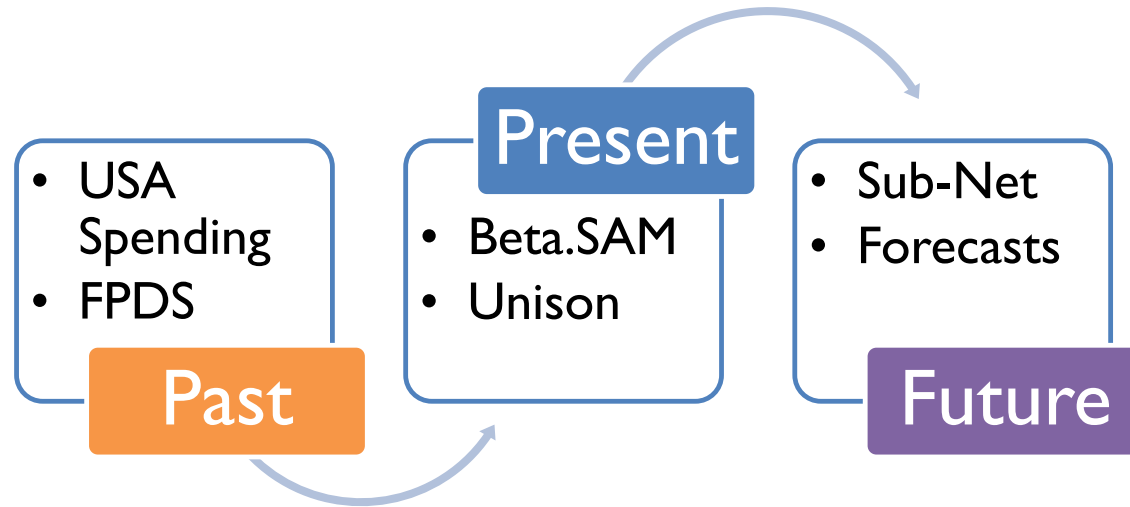


Key Websites For Quick Insight

- Federal Procurement Data System -Next Generation
 - <https://www.fpds.gov/>
 - Reports On Past Purchasing Actions
- Acquisition Central-Agency Recurring Procurement Forecasts
 - http://acquisition.gov/comp/procurement_forecasts/index.html
- [MICC Ft. Buchanan forecast](#)
- Beta.SAM
- GSA Schedules e-Library
 - www.gsaelibrary.gsa.gov



Historical Data & Current / Future Bids



- USA Spending (www.usaspending.gov)
- Federal Procurement Data System (<https://www.fpds.gov>)
- Beta.SAM (<https://beta.sam.gov>)
- Unison (<https://www.unisonglobal.com/product-suites/acquisition/marketplace/>)
- Subcontracting opportunities – Sub-Net (https://eweb1.sba.gov/subnet/client/dsp_Landing.cfm)
- Agency Recurring Procurement Forecasts (<https://www.acquisition.gov/procurement-forecasts>)



Market Research: Federal Procurement Data System

- Find out who buys what, how they buy, and whether these procurements are conducted through the Federal Supply Schedules Program, Other Government Agency Contracts, or on the open market
- Identify when your competitors' contracts will expire or when other contracts in your commercial line of endeavor are due to expire and be re-competed
- Find out if set-asides are used in acquiring the products and services you offer and if you can qualify
- Create individual FPDS accounts and run reports using the valuable and powerful ad hoc reporting capabilities of FPDS
- Focus and target your marketing efforts to areas that offer the best potential return for your investment



Market Research: Federal Procurement Data System

- What's reported to FPDS?
 - Contracts whose estimated value is \$10,000 or more. Every modification to that contract, regardless of dollar value must be reported to FPDS-NG.
- Grants and cooperative agreements **are not** reported
- Agencies not subject to the FAR may be required by other authority (e.g., statute or OMB) to report certain information to FPDS.
- Can I obtain the entire contract file from FPDS-NG? If not, where can I get that information?
 - No. FPDS-NG contains summary level information about the contract. You must contact the Contracting Officer for information about the contract file, proposals, etc. and reference the Freedom of Information Act (FOIA).



What Data Does FPDS Contain?

- Dates
 - Date Signed, Date Effective, Last Date to Order, Completion Date
- Amounts
 - Action Obligation, Base and Exercised Options Value, Base and All options Value
- Purchaser Information
 - Contracting Office Information
- Contractor Information
- Contract data
 - Type of Contract, No CLIN information
- Legislative Mandates
 - Walsh Healey Act, Davis Bacon Act
- Service/Commodity Information
 - Service Code
 - NAICS Code
- Competition Information
 - Extent Competed
 - Set Asides
 - Sole Source
- Preference Programs
 - CO's Business Size Selection
 - Reasons Not Awarded
 - Set Asides



Data Availability

- 24/7 Self-service and web accessible
- Information is posted in FPDS within three (3) business days after contract award
- DoD usually waits 90 days before postings for security reasons
- Action awarded IAW FAR 6.302-2 (Unusual and compelling urgency) or FAR 18.2 (Emergency Acquisition), the report must be completed within 30 days after contract award



Live Reports

- Case 1
 - You would like to identify what products or services were purchased by federal agencies in Puerto Rico
- Case 2
 - You are seeking to export your product or services and would like to know which federal agencies bought them in a specific State.
- Case 3
 - You are looking for subcontracting opportunities and would like to know which prime vendors have subcontracting plans

<https://www.fpds.gov>

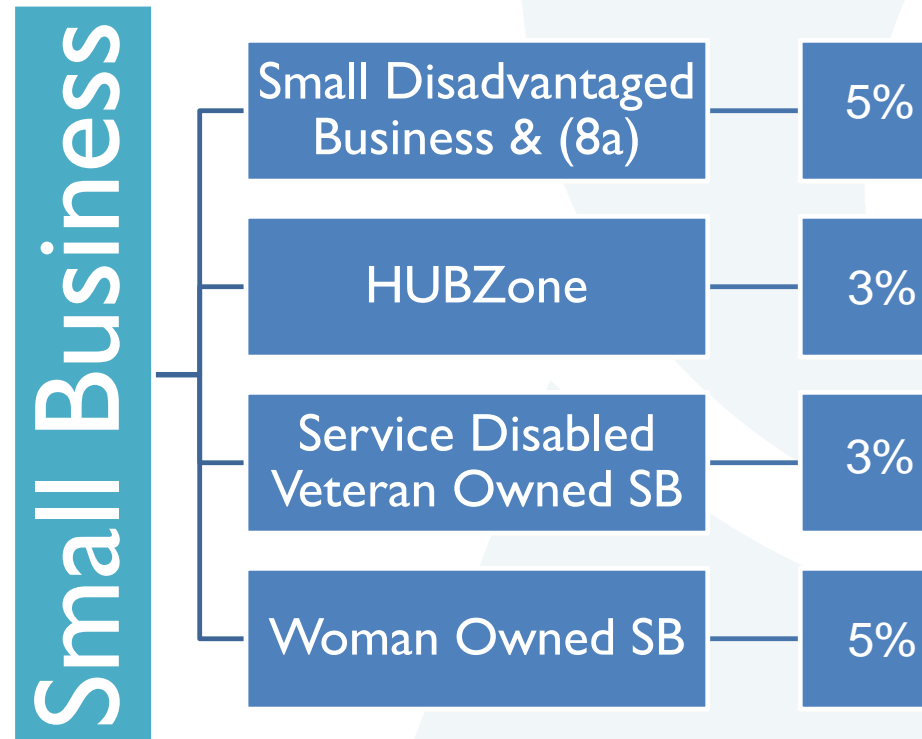


Attributes

- Contracting Agency Name
- Contracting Department Name
- [Contracting Office ID](#)
- Contracting Office Name
- PIID
- Solicitation ID
- Effective Date
- Est. Ultimate Completion Date
- Subcontract plan
- Type of Contract
- NAICS Code
- NAICS Description
- Product or Service Code
- Product or Service Description
- Place of Performance
- Offers Received
- Type of Set Aside
- DUNS Number
- Global Vendor Name
- Base and Exercised Options



Government Wide Contracting Goals



Small Business Set-asides

- Small business set-asides are a critical tool
- Powerful vehicle for helping small firms win prime contracts
- **Fundamental:** Acquisitions that have an anticipated dollar value exceeding \$10,000, but not over \$250,000 are automatically reserved for small businesses

FAR 19.5



Rule of Two

Set-asides –Prime Contract Assistance

- Acquisitions over \$250,000 are to be set-aside for small businesses when there is a reasonable expectation that offers will be obtained from at least two responsible small businesses

FAR 19.502-2



Limitations on Subcontracting

In order to be awarded a small business set-aside contract with a value greater than \$250,000 a small business concern must agree that:

- In the case of a contract for services (except construction), it will not pay more than **50% of the amount paid** by the government to it to firms that are not **similarly situated**.
- In the case of a contract for supplies or products, it will not pay more than **50% of the amount paid** by the government to it to firms that are not similarly situated.

Limitations on Subcontracting

- In the case of a contract for general construction, it will not pay more than **85% of the amount paid** by the government to it to firms that are not similarly situated.
- In the case of a contract for special trade contractors, no more than **75% of the amount paid** by the government to the prime may be paid to firms that are not similarly situated.

SBA Certifications

- 8(a) Business Development Program
- HUBZone Program
- Women Owned Small Business
- Veteran Owned Small Business



8(a) Business Development Program

SBA Certifications

- Assists eligible socially and economically disadvantaged small businesses
- Provides business development and contract assistance
- SBA certification required
- All 8(a) firms are SDBs, but not all SDBs are 8(a) certified

FAR 19.8



8(a) Business Development Program

Program Benefits --SBA Certifications

- Certified firms can receive sole-source contracts
 - up to \$4 million for goods and services
 - up to \$6.5 million for manufacturing
- Joint ventures and teaming
- Mentor-Protégé Program

FAR 19.8



8(a) Business Development Program

Program Eligibility --SBA Certifications

- Small firm must be at least 51% owned and controlled by a socially and economically disadvantage individual(s)
- Meet small business size standards
- In business for more than two years
- Unconditionally owned and controlled by one or more disadvantaged individuals who are US citizens

FAR 19.8

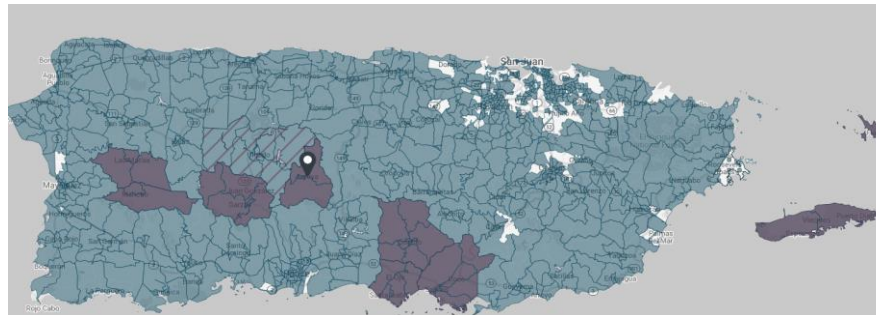


HUBZone Program

SBA Certifications

- Historically Underutilized Business Zone
- Contracting preference program designed to stimulate economic development and create jobs
- SBA certification required
- 82% of PR is considered HUBZone

FAR 19.13



HUBZoneProgram

Program Benefits -SBA Certifications

- 3% government-wide goal for contracts to be awarded to HUBZone certified firms
- Competitive and sole source contracts
- 10% price evaluation preference

FAR 19.13



HUBZone Program

Program Eligibility -SBA Certifications

- Meet small business size standards
- Owned and controlled by at least 51% of US citizens, or a Community Development Corporation, an agricultural cooperative, or an Indian tribe
- Principal office must be in a designated HUBZone
- At least 35% of the firm's employees must live in a HUBZone

Learn more...
[HUB Zone Map](#)



WOSB Program

- Only designated industries (use link below to find eligible NAICS)
- Only WOSBs or EDWOSBs are eligible
- WOSBs must be certified (or self-certified, with documentation)
- EDWOSB NAICS codes: https://www.sba.gov/sites/default/files/2016_edwosb_NAICS.pdf
- WOSB NAICS codes: https://www.sba.gov/sites/default/files/2016_wosb_NAICS.pdf



Eligibility - WOSB Program

- WOSB
 - 51% owned & controlled by one or more women who are US citizens
 - Ownership must be direct and not subject to limitations
 - Woman or women must manage day to day operations
- EDWOSB
 - Satisfy all conditions of WOSB
 - Personal net worth of less than \$750,000
 - Adjusted annual income of \$350,000 or less
 - Market value of all assets does not exceed \$6 million



Certification -WOSB Program

Women & Veterans Programs

- Self certification
 - WOSB or EDWOSB can self certify
 - Registration in SAM
 - Contracting officer may/will request additional documentation
 - All documents will be maintained in WOSB Program Repository
- Third Party Certification
 - Can be certified by third party certifier –federal agency, state government or national certifying entity approved by SBA
 - Existing DBE or 8(a) program certification may be eligible



Veterans Programs (VOSB & SDVOSB)

- Veterans Entrepreneurship and Small Business Development Act defined VOSB & SDVOSB
- Established 3% government-wide prime and subcontracting goals for service disabled veteran owned small businesses
- Self-certification program except for the US Department of Veterans Affairs

Learn More...

[Veteran Information Pages](#)



Service Disabled Veteran Owned Small Business

- SDVOSB Program
 - Contract set-asides are authorized
- Sole source or competition is required for all SDVOSB contracts



VA -Veterans First Contracting Program

- Only VO and SDVOSB are eligible
- Sole source or competition
- Must be certified by the VA



Remember that you are not alone; we have 33 years of experience in helping companies doing business with the Federal Government.

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Contact us



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Thank you!

