



U.S. Small Business
Administration

Overview of SBA's Federal Certification Programs

Presented by

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***SBA & PTAC Monthly
Government Contracting Series
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Agenda

- Why Sell to the Federal Government
- Criteria to Determine Small Business Status & SBA Size Standards
- Federal Vendor & System Registration Criteria
- SBA Small Business Self Certification
- SBA Small Business Programs
- 8(a) Business Development Program
- HUB Zone Program
- Women-Owned Small Business Program
- Veteran Owned & Service-Disabled Veteran Owned Small Business
- Next Steps – Now that I'm Certified, Now What?
- Q & A - Questions

Why Sell to the Federal Government

United States Federal Government:

- Is the largest single purchaser of goods & services in the world, awarding approximately **\$650 Billion** in contracts every year
- Buys a variety of products/services in large & small quantities
- US Government is required by law to offer opportunities for different categories of **Small Businesses**

As a Small Business, Federal Government Sales Can:

- Expand you into new markets
- Help diversify your customer base
- Increase your Sales Revenue

How Federal Government Buys



Federal Set Asides – Contracts are “set aside” for small business groups to bid on

Federal Certifications – Small Business Programs

- **Tools** to help small group categories gain entry to Federal gov’t market

Dollar Threshold Purchases....

- **Small/Micro Purchases - Products**
 - **\$10,000**
- **Small/Micro Purchases - Services**
 - **\$3,500** - Service Contract Labor
 - **\$3,500** - Construction
- **Simplified Acquisition – Small Bus Set-Asides**
 - **\$10,000 - \$250,000**
- **Above Simplified Acquisition – Commercial Items**
 - **\$250,000 - \$7.5 Million** – Large Dollar Purchases

What Federal Government Buys

Federal Purchases by Category....

- Supplies and Equipment - **36%**
- Services - **35%**
 - Engineering, R & D, Health
 - Business, Management
- Agriculture
- Communications & Utilities
- Finance & Administration
- Construction - **7%**
- Other - **3%**



} **19%**

Criteria to Determine Small Business Status

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



SBA Small Business Self-Certification

Self Certification - Criteria to Determine if a Business is Small

- Small Business Size is a **self-certification process**. SBA does not issue certifications for Small Business status.
- Firm's that register in **SAM.gov** must disclose their five-year average gross receipts and number of employees.
- Size is determined by the five-year average gross receipts and number of employees inputted into SAM.gov
- If a business' **primary NAICS code** is a **service industry** (engineering, construction, information technology, marketing, etc.), **size is determined by revenues**; if a business' primary NAICS is **manufacturing**, **size is determined by number of employees**.
- In general, SBA will conduct formal size determinations only as a result of federal contract protests.

SBA Size Standards – Industry NAICS Codes

- **SBA Size Standards Table** defines the **largest size a business can be** to participate in government contracting programs and compete for contracts reserved or set aside for small businesses.
- To see the Table, Visit - [SBA Table of Size Standards](#)
- Size standards **vary by industry** and are generally based on either the number of employees, or the amount of annual receipts the business has.
- Industries are determined by **NAICS Codes** – North American Industry Classification System.
- **NAICS Codes** are managed by the **U.S. Census Bureau**.
- To determine **NAICS Codes**, Visit - <https://www.census.gov/naics/>

Reference: Small Business Size Regulations - **13 CFR 121**

(eCFR) - <https://www.ecfr.gov/current/title-13/chapter-I/part-121>

Federal Vendor & System Registration Criteria

(Presented by PTAC)

What is SAM.gov?

- The **System for Award Management** (SAM) is an official website of the U.S. government. There is no cost to use SAM. You use this website to register to do business with the U.S. government.
- All businesses interested in receiving grants or contracts from the Federal government must register in SAM.
- You must be registered in SAM before applying for any Federal business certifications
- As of **April 4, 2022**, a DUNS number will not be needed. The CAGE code will be replaced with the Unique Entity ID (UEI). The company profile for the Dynamic Small Business Search (DSBS) can be completed at the end of the SAM.gov registration.

SAM.gov Screenshot

Home Search Data Bank Data Services Help

Sign In

SAM.GOV

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 wdol.gov)
- Federal Hierarchy**
Departments and Subtiers
- Assistance Listings**
(was cfda.gov)
- Entity Information**
Entities, Disaster Response Registry, and Exclusions
- Entity Reporting**
SCR and Bio-Preferred Reporting

NEW [Learn More](#)

Register Your Entity or Get a Unique Entity ID

Register your entity or get a Unique Entity ID 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

Search

Federal Small Business Certifications & Socio-Economic Categories

Why Do Business with the Federal Government?

WORLD'S
LARGEST
BUYER



- \$650,000 billion/year
- 23% federal contract dollars are for small businesses

01

Full and Open
Competition

02

Small
Business

03

Sole Source

Federal Set-Asides for Certification Programs and Socio-Economic Categories

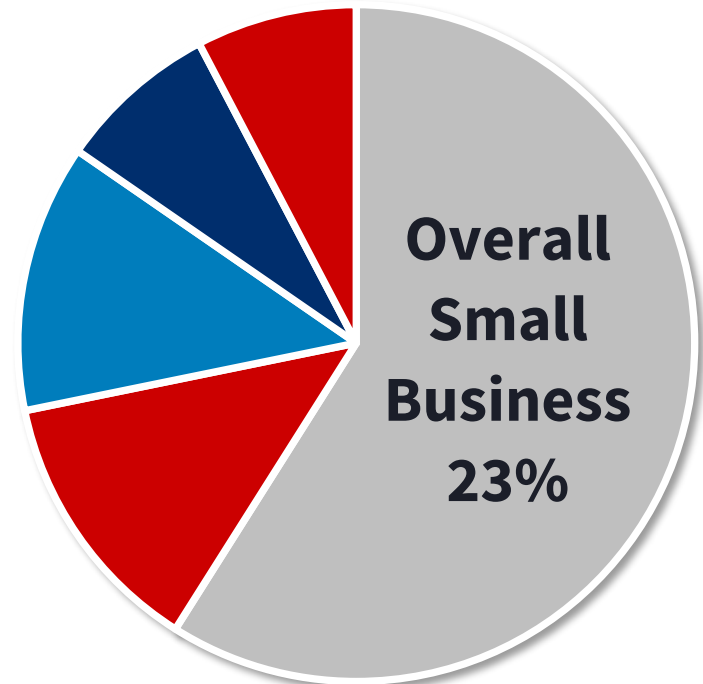
Targeted Acquisition Goals:

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

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

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)

8(a) BD Program

What is the 8(a) BD Program?

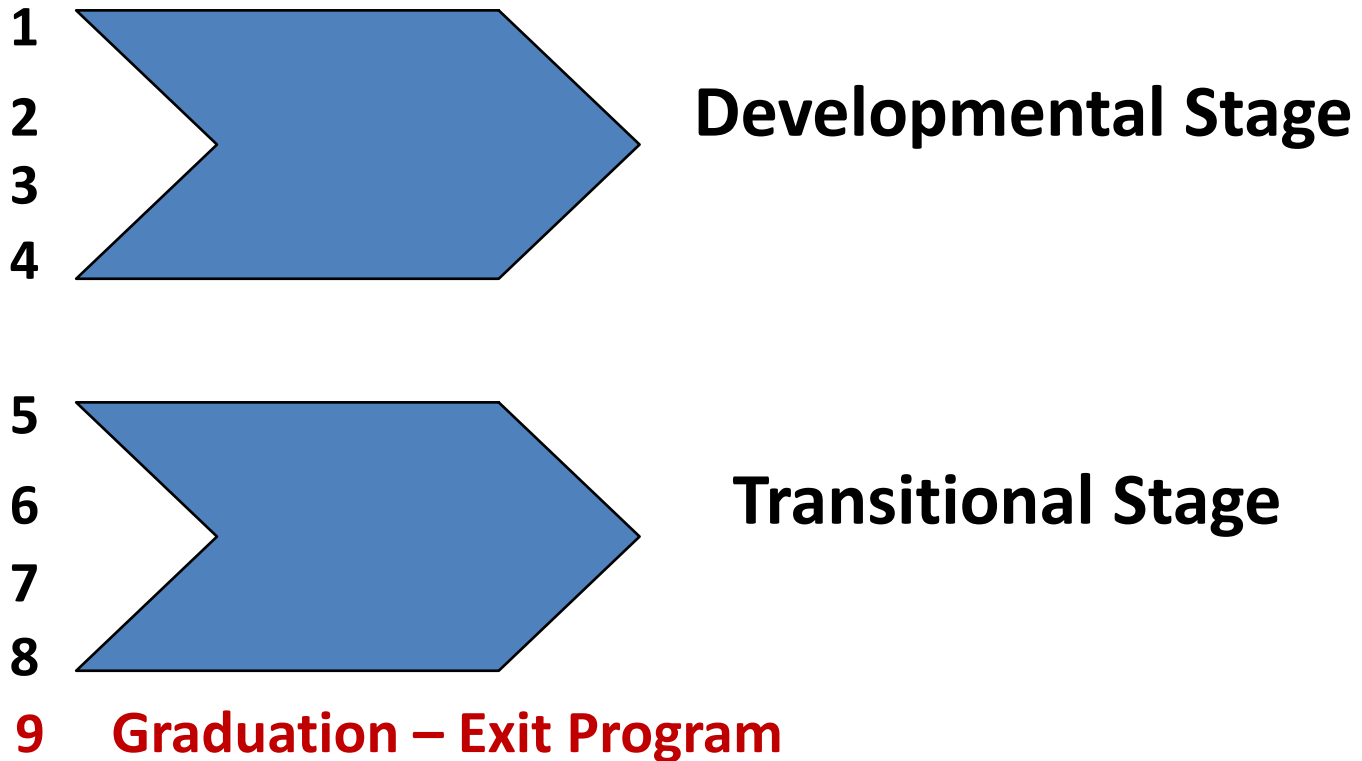
8(a) Program - Business Development Program

- Tool that gives small businesses access to gain a foothold in federal government contracting
- Term of Participation – **9 Years** *(2 Stages)*
- Program Purpose & Objectives: ***To Promote...***
 1. Business Development
 2. Competitive growth & viability
 3. Business capability & capacity
- What the Program **Is Not:**
 - The Program **does not guarantee** that small businesses are entitled to receive/win any federal government contracts.

8(a) Term of Program Participation

Program START = Date of Certification Approval

Program Year



8(a) Individual Eligibility Requirements

Ownership:

- Must be **51% Owned & Controlled** by US Citizen(s)

Qualified Individuals Must be **Both:**

- **Socially Disadvantaged**
- **Economically Disadvantaged** **(Personal Net Worth – PNW)**
 - **PNW** must be < **\$750,000** to get into 8(a) program
 - **PNW** cannot exceed **\$750,000** once in program
- **Other Requirements:**
 - Owner(s) must demonstrate **good character**
 - Company must be in business at least 2 years **(Show Success in Federal market)*
 - Company shows **potential for success** to perform on contracts
 - Have no prior program participation as business owner or company
 - Be a Small Business per **SBA Size Standards**
https://www.sba.gov/sites/default/files/files/Size_Standards_Table.pdf

8(a) Individual Eligibility Requirements

Economic Disadvantage

- **Personal Net Worth (PNW)** *(adjusted)
- **PNW** can not exceed \$750,000 – *throughout program*
 - Applying to program
 - Throughout 9 year certification
- **Personal Net Worth *excludes:***
 - Equity in the Business
 - Equity in the primary residence
 - 401k investments

8(a) Individual Eligibility Requirements

Social Disadvantage

Individuals are **presumed Socially Disadvantaged** if they are a **US Citizen**, and a member of one of the following groups:

- **Black American**
- **Asian Pacific American**
- **Hispanic American** **(Includes Spanish & Portuguese decent)*
- **Native American**
- **Subcontinental Asian American**

Note:** Individuals who are not members of one of these groups must establish social disadvantage based on a ***Preponderance of the Evidence.

8(a) Individual Eligibility Requirements

Determining the “***Preponderance of the Evidence***”

The Individual Claiming Disadvantage Must:

- Provide very specific personal experiences to demonstrate discrimination or biased treatment due to a lack of access to:
 1. **Education**
 2. **Employment**
 3. **Access to Capital**
 4. **Access to Industry Opportunities**
- Include at least one **Distinguishing Factor** such as race, gender, physical handicap, or isolation from the mainstream of the economy, etc.
- Provide **very specific examples** of what they have encountered, including names, dates, etc. They must make a connection between what they experienced and how that directly impacted their ability to enter or advance in the business world. The discrimination/biased treatment must be **chronic & substantial and non-fleeting**; must have also occurred in the **United States**.

*For more information - see **13 CFR 124.103**: Who is Socially Disadvantaged*

8(a) BD Program Benefits

- Eligibility for 8(a) **Set-Aside** and **Sole Source Contracts**:
 - Up to \$4.5 Million **Sole source** – Services
 - Up to \$7.5 Million **Sole source** – Manufacturing
- Doesn't require J & A for Sole Source Award *(*unlike HUBZone & WOSB*)
- **8(a) Competitive Contracts**
 - Exceeding \$4.5 Million – Services
 - Up to \$7.5 Million – Manufacturing
- Eligibility for SBA's Mentor Protégé Program
- Business Development training through the 7(j) Program
- Eligibility for 8(a) Joint Venture Program

SBA's Mentor Protégé Program

- Purpose of **SBA's Mentor-Protégé Program** – To provide small business development assistance and enhance the ability of small business Protégés to successfully compete for federal contracts.
 - **SBA's Mentor Protégé Program** was *previously known as*:
 - (#1) 8(a) MP Program & (#2) All Small MP Program (ASMPP)
- **The Protégé** is responsible to find a Mentor company (***can be either small or large***) to access developmental assistance and build capacity to grow and compete on contracts.
- The Protégé must self-certify as a **small business** under their **NAICS code** in which they are seeking business development assistance.
- Many MP relationships form **Joint Ventures** to pursue a contract
- **Joint Venture Agreement** a business agreement between two or more parties that agree to pool their resources for the purpose of pursuing a contract. Once formed, the **JV** becomes a **new entity**.

HUB Zone

What is a HUB Zone?

Historically Underutilized Business Zone

- Program is designed to help small firms in certain communities gain access to federal contract opportunities
- **HUB Zone Areas** are typically areas of:
 1. Low median household incomes
 2. High unemployment, or both
- Program helps to increase Employment Opportunities, and to stimulate Capital Investment in HUBZone areas
- On average, there are about 5,000 small firms certified in the **HUBZone program** at one time

HUB Zone Eligibility Requirements

- **51% Owned and Controlled** by U.S. citizens, CDC, ANC, or Small Agricultural Cooperative
- Must be a Small Business per **SBA Size Standards Table**
https://www.sba.gov/sites/default/files/files/Size_Standards_Table.pdf
- **Principal Office** must be located within a **designated HUBZone**
- At least **35% of Employees must reside** in a **HUBZone area**
- To determine qualified HUB Zone areas, see the HUB Zone Map
*Visit: <https://maps.certify.sba.gov/hubzone/map> *(See next slide)*

Note: Different rules apply for Tribal Governments, Alaska Native Corporations, Community Development Corporations and small agricultural cooperatives.

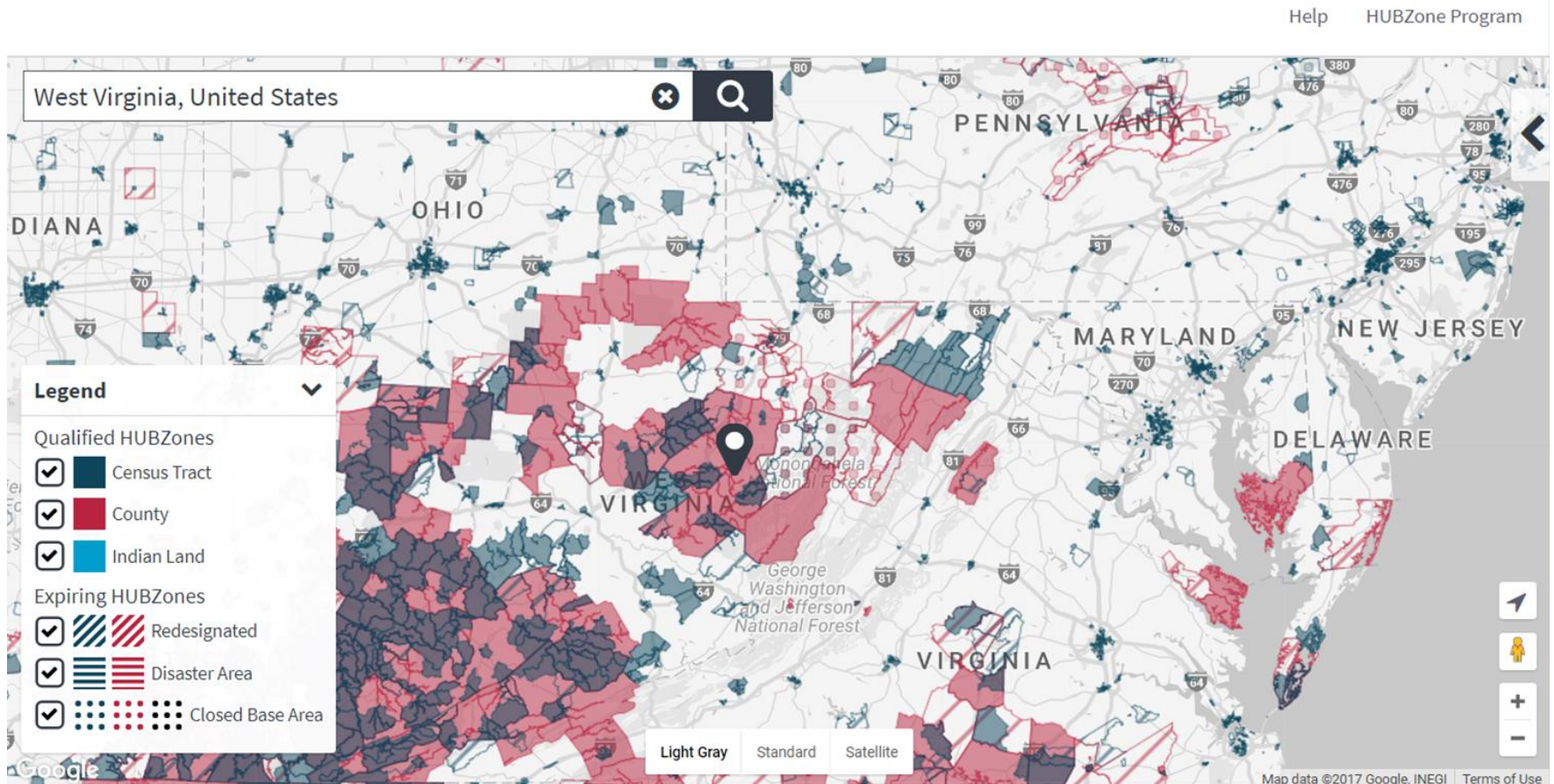
Reference: *These are delineated in [13 CFR 126](#)*

HUB Zone Map

How to Determine if a Business is Eligible

Always check the HUB Zone Map for the latest updates on Qualified Areas

<https://maps.certify.sba.gov/hubzone/map>



Principal Office - Eligibility Requirements

A Firm's **Principal office** must be located within a designated HUBZone

- **Principal Office** - The location where the greatest number of the concern's employees at any one location perform their work. **Reference** - 13 CFR 126.103
- For concerns whose “**primary industry**” is service or construction, the determination of principal office excludes the concern's employees who perform most of their work at job-site locations to fulfill specific contract obligations
Reference - 13 CFR 126.103

Employees - Eligibility Requirements

- At least **35% of a Firm's employees** must also reside in a HUB Zone
- W-2 Employees (FT or PT), not 1099 employees - must work a minimum of 40 hours per month.
- **Volunteers** - NOT considered employees
- SBA defines *reside* means to live in a primary residence at a place for at least 180 days, or as a currently registered voter, and with intent to live there indefinitely

Reference: See [13 CFR 126.103](#) for more details

Employees - Eligibility Requirements

13 CFR § 126.200 - What requirements must a concern meet to be eligible as a certified HUBZone small business concern?

(1) In order to be eligible for HUBZone certification, at least 35% of a concern's employees must reside in a HUBZone. When determining the percentage of employees that reside in a HUBZone, if the percentage results in a fraction, SBA rounds to the nearest whole number.

(3) An employee who resides in a HUBZone at the time of certification (or time of recertification where the individual is being treated as a HUBZone resident for the first time) shall continue to count as a HUBZone resident employee if the individual continues to live in the HUBZone for at least 180 days immediately after certification (or recertification) and remains an employee of the concern, even if the employee subsequently moves to a location that is not in a HUBZone or the area in which the employee's residence is located no longer qualifies as a HUBZone. The certified HUBZone small business concern must maintain records of the employee's original HUBZone address, as well as records of the individual's continued and uninterrupted employment by the HUBZone small business concern, for the duration of the concern's participation in the HUBZone program.

Employees - Eligibility Requirements

- (i) ***Example to paragraph (d)(3)***: As part of its application for HUBZone certification, a concern provides documentation showing that 35% of its employees have lived in a HUBZone for more than 180 days. SBA certifies the concern as a certified HUBZone small business concern. Within 180 after being certified, an individual critical to the concern's meeting the 35% residency requirement moves out of the HUBZone area. That individual will continue to be treated as a HUBZone resident during the first year after the concern's certification; however, at the time of the firm's recertification, that individual will not be counted as a resident of a HUBZone.

Attempt to Maintain

- (e) ***Attempt to Maintain.***
 - (1) At the time of application, a concern must certify that it will “attempt to maintain” (see [§ 126.103](#)) having at least 35% of its employees reside in a HUBZone during the performance of any HUBZone contract it receives.
 - (2) If the concern is owned in whole or in part by one or more Indian Tribal Governments (or by a corporation that is wholly owned by one or more Indian Tribal Governments), the concern must certify that it will “attempt to maintain” (see [§ 126.103](#)) the applicable employment percentage described in [paragraph \(c\)\(2\)](#) of this section during the performance of any HUBZone contract it receives.
- (f) ***Subcontracting.*** At the time of application, an applicant concern must certify that it will comply with the applicable limitations on subcontracting requirements in connection with any procurement that it receives as a certified HUBZone small business concern (see [§§ 125.6](#) and [126.700](#)).
- (g) ***Suspension and Debarment.*** In order to be eligible for HUBZone certification and to remain certified, the concern and any of its owners must not have an active exclusion in the System for Award Management, available at www.SAM.gov, at the time of application.

HUBZone Program Challenges

Small businesses found the program difficult

- Instability regarding geographic eligibility (i.e. maps changed too often which served as a disincentive to investment in HZ communities)
- Confusing and burdensome requirements for maintaining certification
- Lengthy and cumbersome application and recertification processes

Federal Agencies failed to meet 3% goal

- Difficulty finding qualified HUBZone firms who could maintain eligibility
- A unique and arduous requirement to verify eligibility twice (which lengthened the procurement process for HZ firms and served as a disincentive)

Communities experienced mixed results

- The fluidity of the program made it difficult for communities to leverage
- Eligibility requirements that failed to recognize the unique characteristics of rural distress may have neglected some deserving communities from participation

Expand and Stabilize HUBZone Footprint



STABILIZE THE MAPS



EXPAND INTO RURAL AREAS



RECOGNIZE LONG-TERM INVESTMENT
IN COMMUNITIES

HUBZone Program – New Category for Designated Areas

Expand and Stabilize HUBZone Footprint

EXPAND INTO RURAL AREAS



New Category Added for Governor-Designated Areas

- Rural communities of 50,000 or less
- Unemployment of 120% the state or US average
- Opportunity Zones encouraged
- Governors must petition SBA

HUBZone Program References

- **Statutory Authority:** Small Business Act, 15 U.S.C. 632(p), 657a
- **HUBZone Program Regulations:** 13 CFR Part 126
- **Size Regulations:** 13 CFR Part 121
- **Recent Rulemakings:**
 - **Governor-Designated Covered Areas**
 - Direct Final Rule: 84 FR 62449 (Nov. 15, 2019)
 - Effective Jan. 1, 2020
 - **HUBZone Program Improvements**
 - Final Rule: 84 FR 65239 (Nov. 26, 2019)
 - Effective Dec. 26, 2019

How the HUB Zone Program Works

SBA...

- Regulates and implements the HUB Zone program
- Determines which businesses are eligible
- Maintains a listing of qualified HUB Zone firms to fulfill procurement opportunities in the SBA's Dynamic Small Business Search (DSBS)
- SBA DSBS - http://dsbs.sba.gov/dsbs/search/dsp_searchhubzone.cfm
- Adjudicates protests of eligibility regarding HUBZone contracts

WOSB/EDWOSB

Women-Owned Small Business (WOSB) Federal Contracting Program

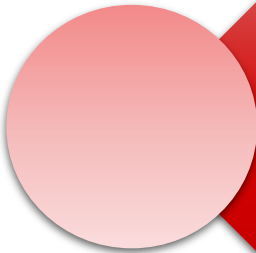


**Take advantage of annual
prime contracting goals**


Build capacity and grow

**Access set-asides for WOSBs
and EDWOSBs**

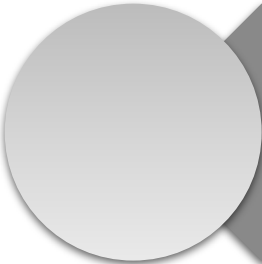
Unique Aspects of the WOSB/EDWOSB Program



Not all NAICS codes are authorized for use under the WOSB Federal Contracting Program. Check sba.gov/wosbready for available NAICS codes (444).



WOSBs and EDWOSBs must receive certification through beta.certify.sba.gov in order to be eligible to compete on set-aside and sole-source contracts.

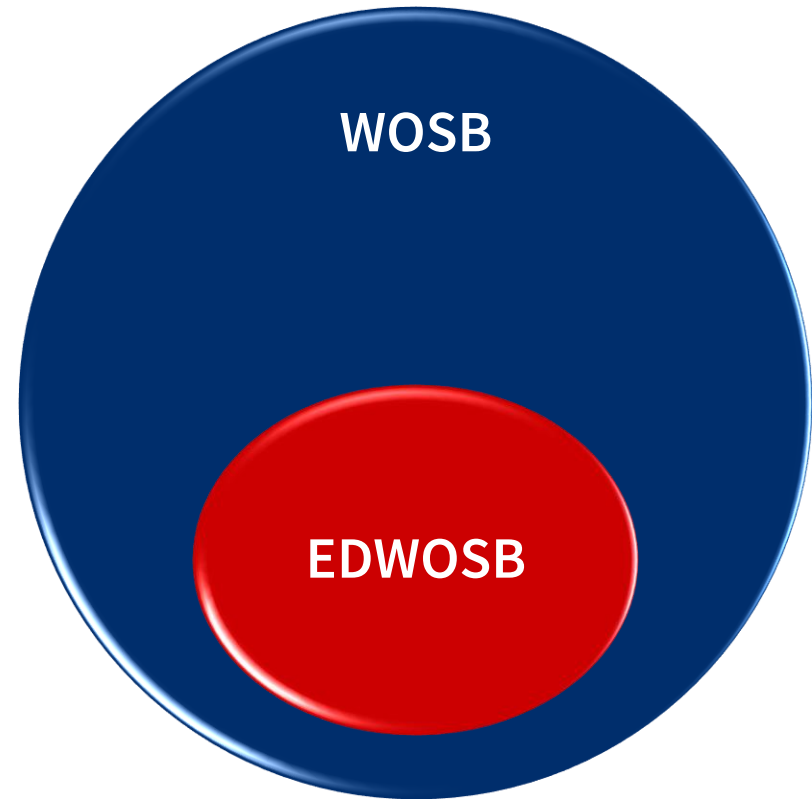


COs must verify WOSB and EDWOSB certification on the [Dynamic Small Business Search](#) (DSBS) database.

WOSB's and EDWOSB's

- **WOSB:** Women-Owned Small Business
- **EDWOSB:** Economically Disadvantaged Women-Owned Small Business; WOSBs whose owner and/or manager claims economic disadvantage

Note: EDWOSB is a subset of WOSB. As such, if you qualify as an EDWOSB, you automatically qualify as a WOSB.



WOSB/EDWOSB Eligibility Requirements

51% Owned & Control by a Woman



EDWOSB Economically Disadvantaged Requirements



Personal net worth (assets minus liabilities) less than \$750,000



Three year average income is \$350,000 or less



Fair market value of all assets is \$6 million or less

WOSB Program Changes & Updates

WOSB and EDWOSB Certification Changes

SBA **eliminated** the previous **self-certification** option in www.certify.sba.gov on October 15, 2020. **The Final Rule** was published in the Federal Register on **May 11, 2020**.

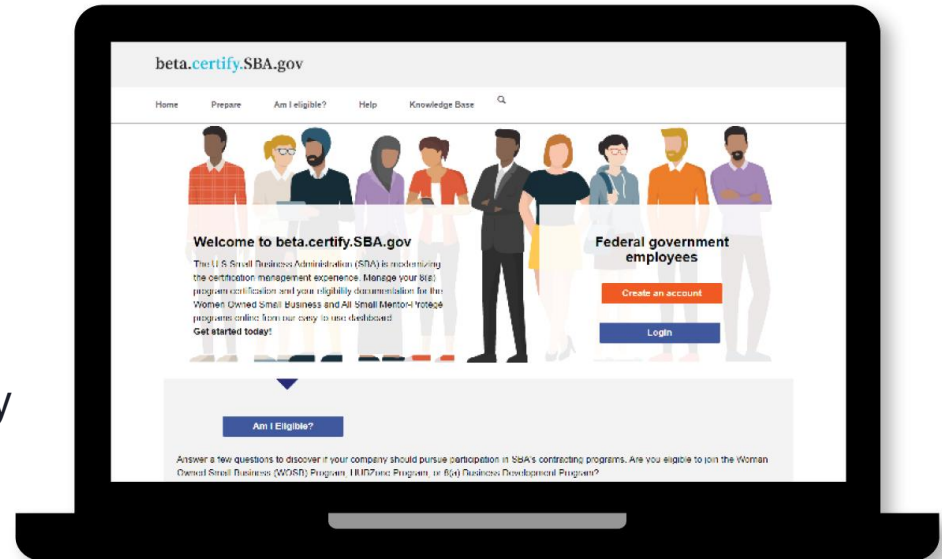
- SBA now provide a new, free online certification process for **WOSBs and EDWOSBs** thru www.beta.certify.sba.gov
- SBA allows participation from firms certified by the **U.S. Dept. of VA** Center of Verification and Evaluations, given they meet **all eligibility requirements**.
- For **previously self-certified** WOSBs and EDWOSBs, all documents previously uploaded in certify.sba.gov will be available through **March 31, 2021**, for retrieval.

WOSB READY

beta.certify.SBA.gov Website

On the **homepage**, you can:

- ✓ Access checklists that provide guidance prior to applying
- ✓ Verify eligibility
- ✓ Find answers to questions regarding your firm's ability to participate in a program
- ✓ Request information from SBA by submitting the Help form
- ✓ Create an account and proceed with your application
- ✓ Access the [beta.certify.sba.gov knowledge base](https://beta.certify.sba.gov/knowledge-base) including training videos, user guides, and more



WOSB/EDWOSB Third-Party Certification

- SBA allows continued participation from businesses that utilize approved **Third-Party Certifiers** (TPCs) to obtain WOSB or EDWOSB certification.
- **Approved TPCs:**
 - [El Paso Hispanic Chamber of Commerce](#)
 - [National Women Business Owners Corporation](#)
 - [U.S. Women's Chamber of Commerce](#)
 - [Women's Business Enterprise National Council](#)
- For any currently active contracts through the WOSB Federal Contracting Program:
 - Firms **will remain** certified for the duration of existing contracts.
- **To Bid on any New Contracts:**
 - Firms need to establish an account and initiate an application to upload an unexpired WOSB or EDWOSB TPC certificate through the new, free online process at beta.certify.sba.gov.

VOSB/SDVOSB

(Presented by PTAC)

VOSB and SDVOSB Verification Learning Objectives

- Veteran-Owned Small Business (VOSB)
- Service-Disabled Veteran-Owned Small Business (SDVOSB)
- Required Registrations
- VA Verification Process Outline
- Reverification

Why Bother Obtaining a VOSB or SDVOSB Certification?

Federal agencies are legally required to set aside 23% of all contracts for small businesses. These agencies are also required to set aside a specific number of contracts for business owners who meet specific socioeconomic criteria:

- 5 percent of prime and subcontracts for [women-owned small businesses](#)
- 5 percent of prime and subcontracts for [small disadvantaged businesses](#)
- 3 percent of prime and subcontracts for [HUBZone](#) small businesses
- 3 percent of prime and subcontracts for [service-disabled veteran-owned](#) small businesses

Veteran-Owned Small Business (VOSB)

Veteran Owned Small Business (VOSB) is a company diversity registration designated under the Veteran Benefits, Health Care, and Information Technology Act of 2006 (Public Law 109-461). Registration ensures that companies qualify for preferential procurement for federal contracts if they are owned and controlled by Veterans.

This certification is non-industry specific and requires that the firm meets the small business requirements established by the Small Business Administration (SBA). Additionally, it requires that the company is at least 51% owned, operated and controlled by a veteran.

Service-Disabled Veteran-Owned Small Business (SDVOSB)

To qualify for the **Service-Disabled Veteran Owned Small Business** program, your business must:

- Must be a [small business](#)
- Must be a for profit business
- At least 51% owned and controlled by one or more service-disabled veteran who are US citizens
- Have one or more service-disabled veteran manage day-to-day operations and also make long-term decisions
- Eligible veterans must have a service-connected disability

System Registrations Needed Prior to VA Verification:

- Secretary of State business name registration
www.sos.oh.us
- SAM.gov registration
- Dun & Bradstreet No. <https://fedgov.dnb.com/webform/>
- Beneficiary Identification Records Locator Subsystem (BIRLS)
- Proceed to the Vets First Verification Program website.
<https://www.va.gov/osdbu/verification/>

Eligibility Requirements:

- Eligibility
- Ownership
- Control
- ❖ Letter of Explanation can be submitted if clarification is needed.

Ownership Requirements:

Ownership Must be Direct and Unconditional.

- The Veteran(s) must make up a minimum 51% of ownership and control of the business.

Documents:

- State registration.
- By-laws, organizational agreements, other company organization documents; i.e., resume, contracts lease agreements, signature cards
- Tax documents for the last 3 years.



Ownership Requirements

- One or more SDVs must manage the daily operations of the SDVOSB.
 - ❑ An SDV must hold the highest officer position in the SDVOSB.
 - ❑ The SDV holding the highest officer position must possess managerial experience required to run the business.
- One or more SDVs must be responsible for making long-term decisions of the business.
- The Federal government has specified annual prime contracting goals for designated small businesses. For the SDVOSB Program, it is 3%.

The VA Verification Process:

The verification process is completed by **Center for Verification and Evaluation (CVE)**. It will migrate to the SBA sometime in 2022.

- Intake
- Assessment
- Federal Review
- Decision

Intake

The introduction to the program and validation of Veteran status.

- Welcome call from a CVE counselor.
- Assist the Veteran with gathering documentation and submitting a complete application.
- Review and sign VA Form 0877 and all other business documents.
- Answer any questions.

Assessment

A full review of all required business documents to identify early issues.

- Performs a thorough review of all required documents to verify eligibility, ownership and control.
- Provide Veteran with an opportunity to address an eligibility issues (LOE).
- Will provide a recommendation for approval or denial to the Federal Review team.

Federal Review

Evaluating against **38 CFR part 74** and
13 CFR part 125.

Next Steps – Once Certified

Now that I'm Certified - Now What??

Develop a Strategic Marketing Plan for the Federal Market



Conduct **market research** to assess market trends and profile customers



Find your market niche and understand your customer and competition



Determine how to **position** your product or service to meet the customer's needs



Describe your **product value** by outlining who uses it and why its needed

The Marketing Challenge

1

What makes your product or service unique?

2

Who is your target customer?

3

Who do you compete with?

4

What is your message?

5

How will you market your product or service?

Are You Willing to Be a Subcontractor?



Build Capacity

- Land an Opportunity with a Prime Contractor

Work with a Prime

- Teaming Agreement
- Joint Venture
- Mentor Protégé

Enhance Past Performance

- Gain Experience
- Expand Opportunities

Do You Have What It Takes – Are You Procurement 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

Any Questions – Q & A



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Thank You!