

**Department of State
OSDBU
Virtual Subcontracting
Event 2023**



Agenda

- Welcome Remark- George Price & Anita Campion
- DOS/OSDBU- Information Session- Ideia Sutton
- Acquisition Representatives Panel- Moderator Renee Hill
- Subcontracting Information Session- Stephanie Lewis
- Break
- Large Business Panel- Moderator Rich Vinnacombe
- Industry Liaison 101- Jaime Gracia
- Role of a PCR – Justice Fitzia
- Matchmaking Prep
- Matchmaking

Who We Are:

- (OSDBU) ensures our prime contracts and subcontracts are including small business to the maximum extent possible. OSDBU conducts several annual outreach activities, including a subcontracting workshop/networking session; we also participate in small business procurement fairs, conferences, workshops, and seminars. Additionally, OSDBU conducts internal training with the DoS contracting workforce to ensure awareness of, and compliance with, small business requirements.

I have
AN IDEA





SBAIC

Small Business Association for International Companies

www.SBAIC.org

Anita Campion, Chair, SBAIC
General Overview

SBAIC Overview

- Membership organization promoting meaningful utilization of US small business at USG agencies providing foreign assistance
- **140+ members** – 50%+ SDBs, all other SB categories represented (WOSB, Hub Zone, Veteran-owned, 8(a), etc.)
- Work in all sectors and geographies including conflict-zones
- Work with full range of USG agencies: USAID, MCC, DoD, HHS, USTDA, DFC, etc.
- Member companies average 15 years of USG experience
- Member contracts range from \$100,000 to \$70+M

Services for Members

- Advocate to increase small business utilization in foreign assistance programs
- Provide matchmaking opportunities with large businesses
- Champion and support USG policies that support small business growth
- Create mentorship relationships for newer small businesses
- Organize speaker series and learning events with leaders and policymakers in the industry
- Secure valuable discounts with sponsors
- Compile and disseminate educational resources

Key ways SBAIC helps meet USG SB targets and deliver good development

- ***Make market research easy*** for USG agencies and primes via website with easily searchable member information!
- ***Successful outreach and dialogue*** with USG agencies and the Hill to urge higher SB targets, expanded opportunities, fewer barriers
- ***Newsletter featuring member innovations*** in international development and SBAIC activity highlights, including success stories
- ***Informative membership meetings with speaker series*** to pass critical information for penetrating the international market



Thank You!

SBAIC

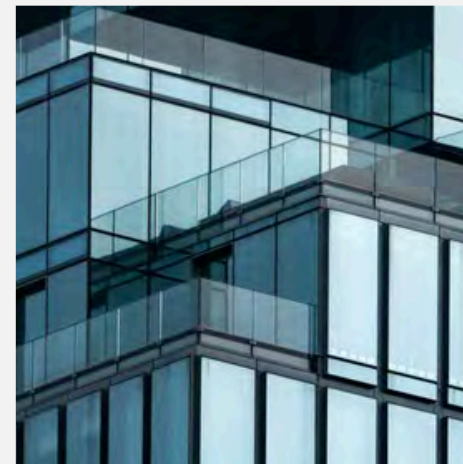
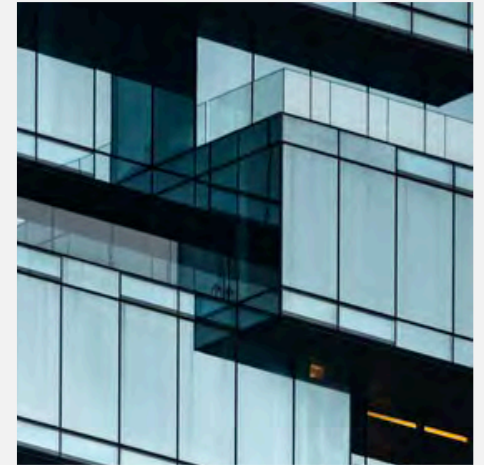
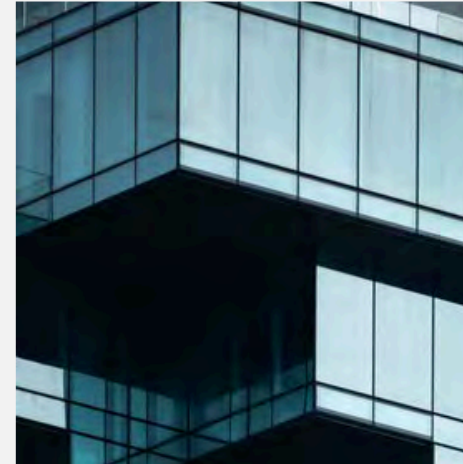
Small Business Association for International Companies

www.SBAIC.org

MemberServices@sbaic.org

OSDBU Mission

The Office of Small and Disadvantaged Business Utilization (OSDBU) works with industry partners, the acquisition corps, and program offices to maximize prime and subcontracting opportunities for U.S. Small Businesses. Our efforts help maintain a viable and innovative industrial base, promote worldwide economic development, and support mission critical functions for every bureau within the Department of State.



Team



George Price

Director



Rich Vinnacombe

Deputy Director

James Josey

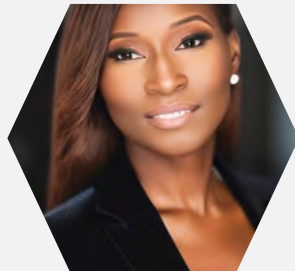
Sr. Procurement Analyst

Martina William

Sr. Procurement Analyst

Thelma Edmunds

Sr. Procurement Analyst



Ideia Sutton

Sr. Procurement Analyst



Julio Chavez

Procurement Analyst

Tilynn Colman

Executive Assistant



What we do?

- Manage diplomatic relations with other countries and international institutions.
- Promote peace and stability in regions of vital interests.
- Bring nations together to address global challenges.
- Create jobs at home by opening markets abroad.
- Help developing nations establish economic environments that provide investment and export opportunities



Procurement Forecast

- Public Law 100-656, the Business Opportunity Development Reform Act of 1988, amended the Small Business Act to place new emphasis on acquisition planning. The law requires agencies to compile and make available projections of contracting opportunities small and small disadvantaged firms may be able to perform.

Link: <https://www.state.gov/procurement-forecast>

The Forecast of Contract Opportunities is updated annually, in the first quarter of the fiscal year.

[Department of State Procurement Forecast Fiscal Year 2024 \(Revised 11/2/2023\)](#)

[Department of State Procurement Forecast Fiscal Year 2023 \(Revised 01/09/2023\)](#)

[Department of State Procurement Forecast Fiscal Year 2022 \(Revised 03/30/2022\)](#)

[Department of State Procurement Forecast Fiscal Year 2021](#)

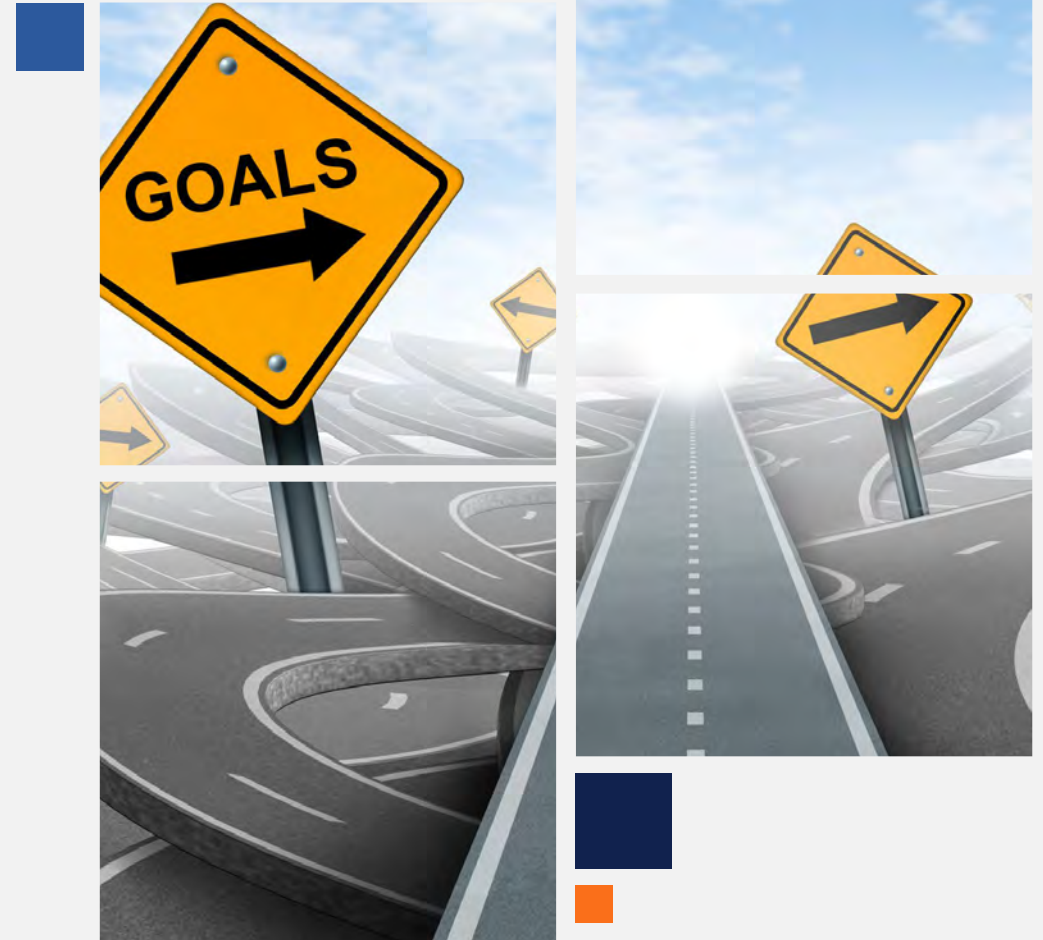
[Department of State Procurement Forecast Fiscal Year 2020](#)

[Department of State Procurement Forecast Fiscal Year 2019](#)

[Bureau Names and Acronyms List](#)

Small Business Goals By the Numbers

- Federal small business procurement goals are set by Congress , which state that the Federal government shall direct a percentage of spending dollars to small business, and certain categories of small businesses. Congress first enacted a procurement goal in prime contracting for small business in 1988. Since then, goals have been increased, extended to include some subcontracting, and applied to certain sectors of small businesses such as socially and economically disadvantaged small business , service-disabled veteran-owned small businesses , woman-owned small businesses , and Historically Underutilized Business Zones



Small Business Goal 2024

FY 2024 Goal / Order of Preference

	Criteria	% Goal
	Small Business	26%
2	Small Disadvantaged Business	21%
1	Women-Owned Small Business	5%
3	Service-Disabled Veteran-Owned Business	3%
4	HUBZone Small Business	3%

U.S. DEPARTMENT OF STATE

OSDBU Point of Contacts

- OSDBU www.state.gov/smallbusiness/

- James “Anthony” Josey
JoseyJA@State.Gov

- Martina Williams
WilliamsMA2@state.gov

- Thelma Edmunds
EdmundsTD@state.gov

- Ideia Sutton
Suttoni@state.gov





- **Acquisition Representatives Panel:**

Ernest Mbandi (Contracting Officer) Department of State

- **Frances Bond (Program Manager) USAID**

**Anna Urman (Director)
Department Veteran Affairs
OSDBU**

Renee Hill



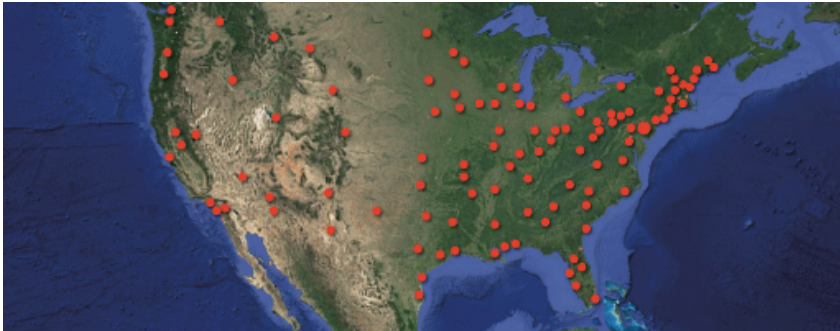
U.S. Small Business
Administration



Presented By

Stephanie Lewis
Subcontracting Program Manager
SBA Office of Government Contracting

District Offices



District Offices provide Federal contracting assistance to businesses owned and controlled by socially and economically disadvantaged individuals through the 8(a) Business Development Program.

To locate a DISTRICT Office, visit:
<https://www.sba.gov/about-sba/sba-locations/sba-district-offices>

Special programs are available for service-disabled veteran-owned and woman-owned small businesses and small businesses involved in international trade.

Access to capital for new or existing businesses through guaranteed loans made by area bank and non-bank lenders.

Free counseling, advice and information on starting, better operating or expanding a small business through SCORE, "Counselors to America's Small Business," Small Business Development Centers (SBDC) and Women's Business Centers (WBC).

They also conduct training events throughout the district - some may require a small business pay nominal registration fee.

GC Area Offices



G C AREA OFFICES

AREA 1 BOSTON

AREA 2 WASHINGTON, DC

AREA 3 ATLANTA

OR CONTACT YOUR LOCAL SBA OFFICE FOR MORE INFO.

AREA 4 CHICAGO

AREA 5 DALLAS/FT. WORTH

AREA 6 SAN FRANCISCO



Office of Government Contracting

Programs

Prime Contracting Program

- Procurement Center Representatives (PCRs) are the main component to SBA's Prime Contracting Program. PCRs review Federal acquisition and procurement strategies before they're announced, which enables them to influence opportunities that should be set-aside for small business concerns in all socio-economic categories; i.e., 8(a) BD/WOSB/EDWOSB/HUBZone/SDVOSB/General Small Business.
- PCRs also help carry out SBA policies and programs; conduct market research; assist small businesses with government contracting issues and provide counseling on the Federal government contracting process.

Subcontracting Assistance Program

- SBA's Subcontracting Assistance Program ensures that domestic small business concerns receive maximum practicable opportunity to compete for and receive subcontracts from other-than-small businesses that have Federal prime contracts.
- This is primarily accomplished by SBA's Commercial Market Representatives (CMRs) conducting compliance reviews to ensure that other-than-small businesses are meeting their small business socio-economic goals and the other elements contained within their small business subcontracting plans.

Office of Government Contracting Programs

Size Program

- SBA's Size Program ensures that only legitimate small business concerns receive Federal contracts that are set-aside for small businesses and that only small business concerns participate in SBA's programs (i.e., 8(a) BD/HUBZone/ED-WOSB programs, Certificate of Competency (COC), SBIR/STTR, financial assistance (i.e., SBA loans)).
- SBA/GC Area Directors issue formal size determinations when an apparent successful contractor's size is challenged by an unsuccessful offeror or another interested party, or when an SBA program office requests a size determination as a component of a firm's eligibility.

Certificate of Competency Program

- SBA's Certificate of Competency (COC) Program assists small firms to qualify for specific Federal contracts. The program allows a small business concern to appeal a contracting officer's determination that it is unable to fulfill the requirements of a specific government procurement on which it is otherwise in line to receive.
- SBA will perform an independent assessment, review the circumstances, and determine if the applicant is sufficiently responsible to perform on the contract.
- If SBA finds the firm "Competent", the SBA/GC Area Director will issue a COC on behalf of the contractor to the contracting officer.

Office of Government Contracting Programs

Non-Manufacturer Rule (NMR) Program

- The Nonmanufacturer Rule Program affords small businesses an opportunity to engage in Federal contracting as resellers or distributors when no small business manufacturer exists for a specific item. Class waivers are listed on the SBA website and apply to a class of products. Individual waivers are issued at the request of a contracting officer for a specific procurement.

Timber Program

- SBA and other Federal agencies (e.g., U.S. Forest Service (USFS) and Bureau of Land Management (BLM)) jointly set aside timber sales for bidding exclusively by small businesses when they wouldn't otherwise get a fair share under open sales.
 - A portion of set-aside timber sales must go to small business manufacturers, i.e., saw mills.

Office of Government Contracting Programs

Women-Owned Small Business Program

- The Small Business Act authorizes certain procurement mechanisms to ensure that Women-Owned Small Businesses (WOSBs) have an equal opportunity to participate in Federal contracting. SBA's regulatory guidance for implementing this statute can be found at 13 CFR Part 127 . The WOSB Program was established to help provide a level playing field for women business owners and the government limits competition for certain contracts to businesses that participate in the program. These contracts are for specific industries where WOSBs are underrepresented. Some contracts are restricted further to economically disadvantaged women-owned small businesses (EDWOSBs). SBA maintains a list of those eligible industries and their NAICS codes.
- In October 2020, SBA launched the new formal certification process firm's seeking to participate in the WOSB Federal Contracting Program. Self-certification is no longer valid. Firms may apply for FREE on <https://beta.certify.sba.gov> or they may continue to use a Third-Party Certifier, at a cost. The four organizations approved by SBA to provide third-party certification are:
 - El Paso Hispanic Chamber of Commerce
 - National Women Business Owners Corporation
 - U.S. Women's Chamber of Commerce
 - Women's Business Enterprise National Council



Federal Small Business Subcontracting Program



U.S. Small Business
Administration

Objectives

- **Small Business Subcontracting Plans**
- **SBA's Role in Federal Subcontracting**
- **How to Locate Subcontracting Opportunities**

www.sba.gov



Federal Small Business Subcontracting Plans

A Federal contract that exceeds \$750,000 (or \$1.5 million for construction) awarded to an “other than small” business must have a Small Business Subcontracting Plan, if any subcontracting possibilities exist.

In addition to an explanation of the efforts the contractor will take to demonstrate a good faith effort to using small businesses as subcontractors, the Small Business Subcontracting Plan has dollar and percentage goals for subcontracting to:

- Small Businesses (SB)
- Women-owned Small Businesses (WOSB)
- Small Disadvantaged Businesses (SDB)
- SBA-certified HUBZone small businesses (HUBZone)
- Veteran-Owned Small Businesses (VOSB)
- Service-Disabled Veteran-Owned Small Businesses (SDVOSB)
 - In VA contracts, VOSB and SDVOSB subcontractors must be certified by SBA

In all categories above (unless otherwise noted), a firm may self-certify their size²⁷ and socioeconomic status for a Federal subcontract

Subcontracting Plan Contents

- Total \$ to be subcontracted
- Types of supplies/services to be subcontracted
- Method used to develop goals
- Method used to identify potential sources
- Indirect costs included/not included
- Name of individual administering the plan
- Efforts to ensure small businesses have equitable opportunity to compete



Subcontracting Plan Contents

- Assurances that required clauses and provisions will flow down to subs
- Assurances that reporting will be done
- Recordkeeping procedures
- Assurances that a good faith effort will be made to utilize small businesses used to prepare proposal/bid
- Assurances that an explanation will be made to the contracting officer if those small businesses are not used
- Assurances that a small businesses will not be prohibited from discussing payment with the contracting officer
- Assurances that small business subcontractors will be paid on time



What products or services are subcontracted?

- Other-Than-Small Businesses Federal Contractors (commonly called Large Businesses) purchase many products and services to fulfill their Federal contract
- Subcontract a wide variety of products and services in a wide array of areas
- Subcontracting opportunities may exist at many tiers
- Subcontract for complex systems and simple items
- Subcontract both direct and indirect costs

Role of SBA Commercial Market Representatives



Conduct periodic reviews to determine whether prime contractors are in compliance with their small business subcontracting plans



Monitor questions sent to subcontracting@sba.gov



Provide education and training to agencies and large prime contractors regarding subcontracting plan requirements and compliance

Directory of CMRs: [Commercial Market Representatives \(sba.gov\)](https://www.sba.gov/commercial-market-representatives) ³¹

Area 1: Connecticut, Maine, Massachusetts, New Hampshire, New Jersey, New York, Rhode Island, Vermont, Commonwealth of Puerto Rico & the U.S. Virgin Islands

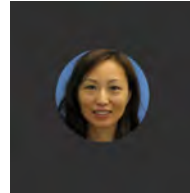
MR. CHRISTOPHER SAO
christopher.sao@sba.gov



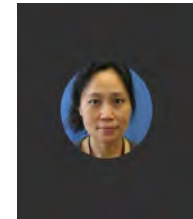
MR. GENE SPILLANE
eugene.spillane@sba.gov



MS. MALINDA CHEN
malinda.chen@sba.gov



MS. SANDY LIU
sandy.liu@sba.gov



Area 2: District of Columbia, Delaware, Maryland, Pennsylvania, Virginia, West Virginia

MS. RAHEL MOLALIGNE
Rahel.Molaligne@sba.gov



Area 3: Alabama, Florida, Georgia, Kentucky, Mississippi, North Carolina, South Carolina, Tennessee

MS. ARNETTE L. MAYHEW
arnette.mayhew@sba.gov



MR. GARY W. HEARD, PH.D.
gary.heard@sba.gov



Area 4

Illinois, Indiana, Iowa, Kansas, Michigan, Minnesota, Missouri, Nebraska, Ohio, Wisconsin

MS. DEBORAH CRUMITY

deborah.crumity@sba.gov



Area 5

Arkansas, Colorado, Louisiana, Montana, New Mexico, North Dakota, Oklahoma, South Dakota, Texas, Utah, Wyoming

MS. SOPHIA CHOU

sophia.chou@sba.gov



Area 6

Alaska, Arizona, California, Hawaii, Idaho, Nevada, Oregon, Washington, Territories of Guam, and Northern Marianas Islands

MS. JANICE NIETES

janice.nietes@sba.gov



Finding subcontracting opportunities

- View directories of prime contractors that are posted by Federal Agencies. These can generally be found on agencies' or OSDBU offices' websites. SBA also lists a few on its Prime and Subcontracting Assistance website at [Prime and subcontracting \(sba.gov\)](https://www.sba.gov/prime-and-subcontracting).
- Research prime contracts recently awarded in beta.sam.gov.
- Reach out to your local Procurement Technical Assistance Center (PTAC) - some have a low-cost bid matching service and a “data mining” workshop and some provide prime contractor-small business matchmaking events.
- View current subcontracting opportunities in SBA’s SUBNet website to ([SBA SubNet](https://www.sba.gov/subnet)).
- Attend procurement trade fairs. Small businesses can become aware of these from their local SBA district offices, Apex Accelerators, OSDBU offices, and local trade associations.



Example - Social Security Administration Prime Contracting Directory ([Office of Small and Disadvantaged Business Utilization | Social Security Administration \(ssa.gov\)](https://www.ssa.gov/osdbu/subcontracting_directory.html))

CONTRACT NUMBER	CONTRACTOR	CONTACT	PROJECT TITLE
28321318D00060017	FEDCAP REHABILITATION SERVICES, INC.	Amy Reisner areisner@fedcap.org Director, Contract Administration 212-727-4244	NEPSC Custodial Service Contract (NISH) for the Addabbo Building located in Jamaica, NY
28321319D00060003	METROPOLITAN SECURITY SERVICES, INC. dba Walden Security	Dick Wong dick.wong@waldensecurity.com Executive Vice President 404-304-3006	Protective Security Services at SSA Headquarters
28321317D00060004	ARC BALTIMORE, INC., THE	Donald Watts DWatts@thearcbaltimore.org Senior Director, Contract Services 410-653-3252 Ext. 5424	Grounds Maintenance at SSA Headquarters
SS001760009	ABT ASSOCIATES INC.	Kathleen Echols kathy_echols@abtassoc.com Small Business Program Manager 617-520-2936	Implementation of the Promoting Opportunity Demonstration Offset Study
SS001760016	LOCKHEED MARTIN CORPORATION	Chireda Gaither Chireda.b.gaither@leidos.com Small Business Liaison Officer 571-526-6026	Information Technology Support Services

SBA SUBNet

SubContracting Network(SubNet) - Public Search - (Version 1.0)

Solicitation Search Result

for Texas

To sort data click on column heading.
Click on a Solicitation/NSS number to view detailed description for a Solicitation/NSS.

Solicitation (SOL) / NSS Number	Business Name	Place of Performance	Performance Start Date	NAICS Code	Additional NAICS Code	Closing Date	POC	POC Phone	POC Email
SOL-ElPasoTX-KBH Project 6_25_21	S.J. LOUIS CONSTRUCTION, INC.	TX El Paso	08/01/2021	237310 Highway, Street, and Bridge Construction	Site Preparation Contractors, All Other Support Services, Landscaping Services, Specialized Freight (except Used Goods) Trucking, Local, Ground or Treated Mineral and Earth Manufacturing, All Other Specialty Trade Contractors	06/21/2022	Bob Schueller	320-253-9291	estimators@sjlouis.com
SOL-597347569	Tania's Nails & Botique	TX Dallas	06/18/2021	N/A		06/17/2022	Tanya Vazquez	469-532-6477	vazquezanya89@gmail.com
SOL-Seeking contracts	Dasein Ai LLC	CA, CO, DC, MD, NY, TX	06/17/2021	541511 Custom Computer Programming Services	Graphic Design Services	06/16/2022	Zac Taschdjian	720-233-0894	zac@sein.ai
SOL-06022021	Enterprise Technology Solutions, Inc.	CA, FL, MD, NJ, NY, OK, PA, TX, UT, WA	06/07/2021	334111 Electronic Computer Manufacturing	Stationery Product Manufacturing, Computer and Office Machine Repair and Maintenance, Other Computer Related Services, Computer Systems Design Services, Software Publishers, Office Supplies and Stationery Stores, Stationery and Office Supplies Merchant Wholesalers, Computer and Computer Peripheral Equipment and Software Merchant Wholesalers, Office Equipment Merchant Wholesalers, Sign Manufacturing, Office Supplies (except Paper) Manufacturing, Surgical Appliance and Supplies Manufacturing, Surgical and Medical Instrument Manufacturing, Office Furniture (except Wood) Manufacturing, Wood Office Furniture Manufacturing, Radio and Television Broadcasting and Wireless Communications Equipment Manufacturing, Computer Terminal and Other Computer Peripheral Equipment Manufacturing, Computer Storage Device Manufacturing, Hardware Manufacturing, Sanitary Paper Product Manufacturing	06/06/2022	Freddy Shoukat	925-400-9221	Freddy@enterprisesol.com
SOL-2021 Teaming/Sub Opportunities	ARIANA SERVICES, INC	AZ, CA, CO, FL, KS, KY, NJ, NY, TX	05/20/2021	541811 Administrative Management and General Management Consulting Services	Industrial Supplies Merchant Wholesalers, Commercial and Industrial Machinery and Equipment (except Automotive and Electronic) Repair and Maintenance, All Other Automotive Repair and Maintenance, All Other Support Services, Janitorial Services, Facilities Support Services, Other Management Consulting Services	05/19/2022	Asef Alizai	209-360-9323	asef.alizai@arianaservicesinc.com
SOL-May 10-2021	DEL-NIK LLC	TX San Antonio	05/10/2021	811430 Professional and Management Development Training	Administrative Management and General Management Consulting Services, General Medical and Surgical Hospitals	05/10/2022	JACQUELINE Cabrales	830-352-9998	delnikllc@gmail.com
SOL-624221	DEL-NIK LLC	TX Eagle Pass	05/04/2021	624221 Temporary Shelters	N/A	04/27/2022	Keith Stephens	830-003-7822	jacquelinecabrales970@yahoo.com
SOL-1500 SLW3011	Ceres Environmental Services, Inc.	TX Austin	04/21/2021	962119 Other Waste Collection	Hazardous Waste Collection	04/21/2022	Ashley Dow	N/A	ashley.dow@ceresops.com
SOL-NSS-2021 Partnership/Subcon	Isaiah Rodgers	TX San Antonio	04/30/2021	541614 Process, Physical Distribution, and Logistics Consulting Services	Residential Remodelers, Process, Physical Distribution, and Logistics Consulting Services, Plumbing, Heating, and Air-Conditioning Contractors, Industrial Building Construction	04/15/2022	Isaiah Rodgers	210-952-4568	Yahwehbuild.tx@gmail.com
SOL-SOL-NS-2021	NUMUNU STAFFING LLC	AR, KS, MO, NM, OK, TX	04/13/2021	561320 Temporary Help Services	Commercial and Institutional Building Construction, Food Service Contractors, Other Gambling Industries, Casinos (except Casino Hotels), Landscaping Services, Janitorial Services, Professional Employer Organizations, Executive Search Services, Employment Placement Agencies, Facilities Support Services	04/13/2022	Steven Mowatt	580-647-3201	rliley@numunustaffing.com

Privacy & Security * Information Quality * FOIA * No Fear Act * ADA

Session timeout in 29 minutes.

SBA SUBNet

The screenshot shows a web browser window with the URL https://eweb1.sba.gov/subnet/client/dsp_Landing.cfm. The page header includes the SBA logo, "SubNet", and navigation links: "Help", "Advanced Search", "SubNet Home", "Post-Modify", "Disclaimers", and "Resources". The main content area is titled "SubContracting Network(SubNet) - Public Search - (Version 1.0)".

Business Name: Steve P. Rados, Inc.

Type of Businesses Being Solicited
Veteran-Owned Small Business (VOSB), Service-Disabled Veteran-Owned Small Business (SDVOSB)

NAICS Code
237310 Highway, Street, and Bridge Construction

Additional NAICS Code
• 484230 ;532411 ;423850 ;444190 ;238910 ;237990 ;561730 ;237110 ;238990 ;238110 ;238120 ;115310 ;541330 ;541620 ;541990 ;541611 ;484220 ;

Solicitation (SOL) / NSS Brief Description:
California Highway Patrol - CHP Academy Drainage Channel

Files Attached:
[/Invitation to Bid with Response Nor Cal.docx](#)

Solicitation (SOL) / NSS POC
First Name: Warren
Last Name: Skraber
Phone: 916-475-1654
Fax: 916-475-1655
Email: wskraber@rados.com

Solicitation (SOL) / NSS No. SOL-SOL-1324

Place of Performance
CA: Sacramento

Performance Start Date
06/02/2021

Solicitation (SOL) / NSS Closing Date
05/12/2022 7:00 AM
Time Zone: PDT

Footer: [FirstGov](#) > [E-Gov](#) > [Regulations.gov](#) > [White House](#)
* Privacy & Security * Information Quality * FOIA * No Fear Act * ADA
Session timeout in 20 minutes.



Apex Accelerators

APEX Accelerators help businesses

- ▶ Complete registration with a wide range of databases necessary for them to participate in the government marketplace (e.g., SAM).
- ▶ Identify which agencies and offices may need their products or services and how connect with buying agencies and offices.
- ▶ Determine whether they are ready for government opportunities and how to position themselves to succeed.
- ▶ Navigate solicitations and potential funding opportunities.
- ▶ Receive notifications of government contract opportunities on a regular basis.
- ▶ Network with buying officers, prime contractors, and other businesses.
- ▶ Resolve performance issues and prepare for audit, only if the service is needed, after receiving an award.

Search Sites of Prime Contractors

https://www.lockheedmartin.com/en-us/suppliers/information.html

This website uses cookies. By navigating around this site you consent to cookies being stored on your machine. [Accept](#) [Edit your cookie settings](#)


How to do Business with Lockheed Martin

If you are interested in doing business with Lockheed Martin and would like to market your firm, please read the recommended steps below.

For more details on these steps please visit this page.

1. Do your homework to determine focus area(s) to target
2. Submit your company information in the [Supplier Marketing Portal](#)
3. Meet influencers at [Outreach Events](#)
4. *U.S. Small Business step* Technology, Research & Development (R&D) Focused Firms Only - subscribe to [Small Business Innovation Research \(SBIR\) Program](#) directory
5. Bring partnership opportunities to Lockheed Martin through [Business Development](#)

Please reference the frequently asked questions link about [Doing Business with Lockheed Martin](#).



Quick Links

- [Supplier Diversity](#)
- [Supplier Training](#)
- [FedBizOpps](#)
- [Governmentbids](#)

Windows taskbar: 79°F Sunny 12:43 PM 7/2/2021

Tips for Marketing to Prime Contractors

- Prime contractors seek most subcontractors prior to submitting their own offer on a Federal contract, but many continuously seek small business subcontractors throughout performance as well
- First and foremost, emphasize your company's skills and expertise. Size and socioeconomic status is secondary.
- Size self-certification can be through SAM.gov or a written or electronic representation to the prime contractor
- To be small, the subcontractor must be small for the NAICS code that the prime contractor has assigned to the subcontract
- Prime contractors can count a company towards all of its subcontracting goals for which the subcontractor qualifies: SB, SDB, WOSB, HUBZone, VOSB, SDVOSB





**Subcontracting Questions can be
emailed to:**

Subcontracting@sba.gov

**Monitored on a rotating basis by
SBA Government Contracting
CMRs.**

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Links to Resources

- DoD Regional Councils: <https://business.defense.gov/Acquisition/DoD-Regional-Councils/>
- Dynamic Small Business Search: https://web.sba.gov/pro-net/search/dsp_dsbs.cfm
- EPA Vendor Database: <https://www.epa.gov/resources-small-businesses/doing-business-epa>
- GSA eLibrary: <https://www.gsaelibrary.gsa.gov/ElibMain/home.do>
- NASA Vendor Database: <https://www.nasa.gov/osbp/nasa-vendor-database>
- Procurement Technical Assistance Center (PTAC): <https://www.aptac-us.org/>
- SBA Area Directors: <https://www.sba.gov/federal-contracting/counseling-help/contracting-area-directors>
- SBA Commercial Market Representatives (CMR): <https://www.sba.gov/federal-contracting/counseling-help/commercial-market-representatives>
- Subcontracting Network (SubNet): https://eweb1.sba.gov/subnet/client/dsp_Landing.cfm
- TRIAD: <https://www.ndia.org/divisions/small-business/triad>



U.S. Small Business
Administration

Questions?



Intermission

10-minute break



Large Business Panel

- Jake Zimmerman (Guidehouse)
- Janine Campos (Dexis)-
- Marc Sabbagh (Accenture Federal Services)

Rich Vinnacombe



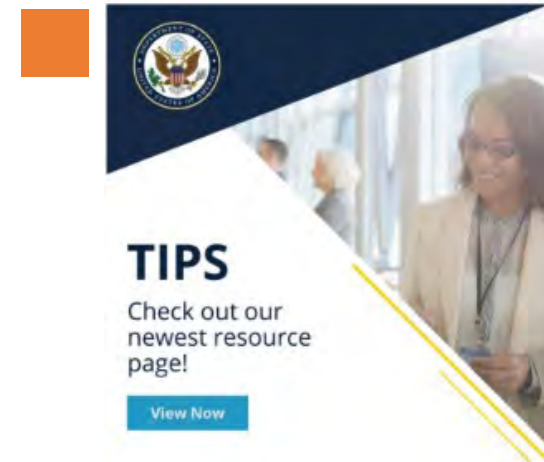
Industry Liaison 101



Jaime Gracia

Industry Liaison

- Promotes timely responses to general vendor requests where appropriate.
- Helps program and acquisition personnel develop strategies for engaging potential vendors that can provide capabilities necessary to achieve agency missions.
- Works with the agency's AIA and OSDBU to drive practices that improve communication with vendors.
- Encourages vendor feedback on agency acquisitions and monitors marketplace interest in agency requirements.



Industry Liaison Capabilities & Engagement Resources

- Industry Meeting & Event Planning
 - ✓ Listening Sessions
 - ✓ Industry Days
 - ✓ Vendor Demonstration Meetings
 - ✓ Pre-Solicitation & Solicitation Input Sessions
 - ✓ Roundtables
- Stakeholder Registry & Industry Identification
 - ✓ Tailored Matchmaking
- Stakeholder Insights & Feedback
 - ✓ Annual Survey
 - ✓ Pulse Surveys
- Industry Preparation & Coaching
 - ✓ Backgrounders
 - ✓ Tip Sheets
 - ✓ Question Prep
 - ✓ FAQ

- Social Media



<https://www.linkedin.com/company/department-of-state-industry-liaison/>

- Department of State Website



<https://www.state.gov/business/>



U.S. Small Business
Administration

Procurement Center Representative (PCR)

Fitzia L. Justice

Area II

Office of Government Contracting

Procurement Center Representatives Overview



Advocate on behalf of SBs

Train other Federal agency, Resource Partner staff and Vendors



Mediate SB Issues



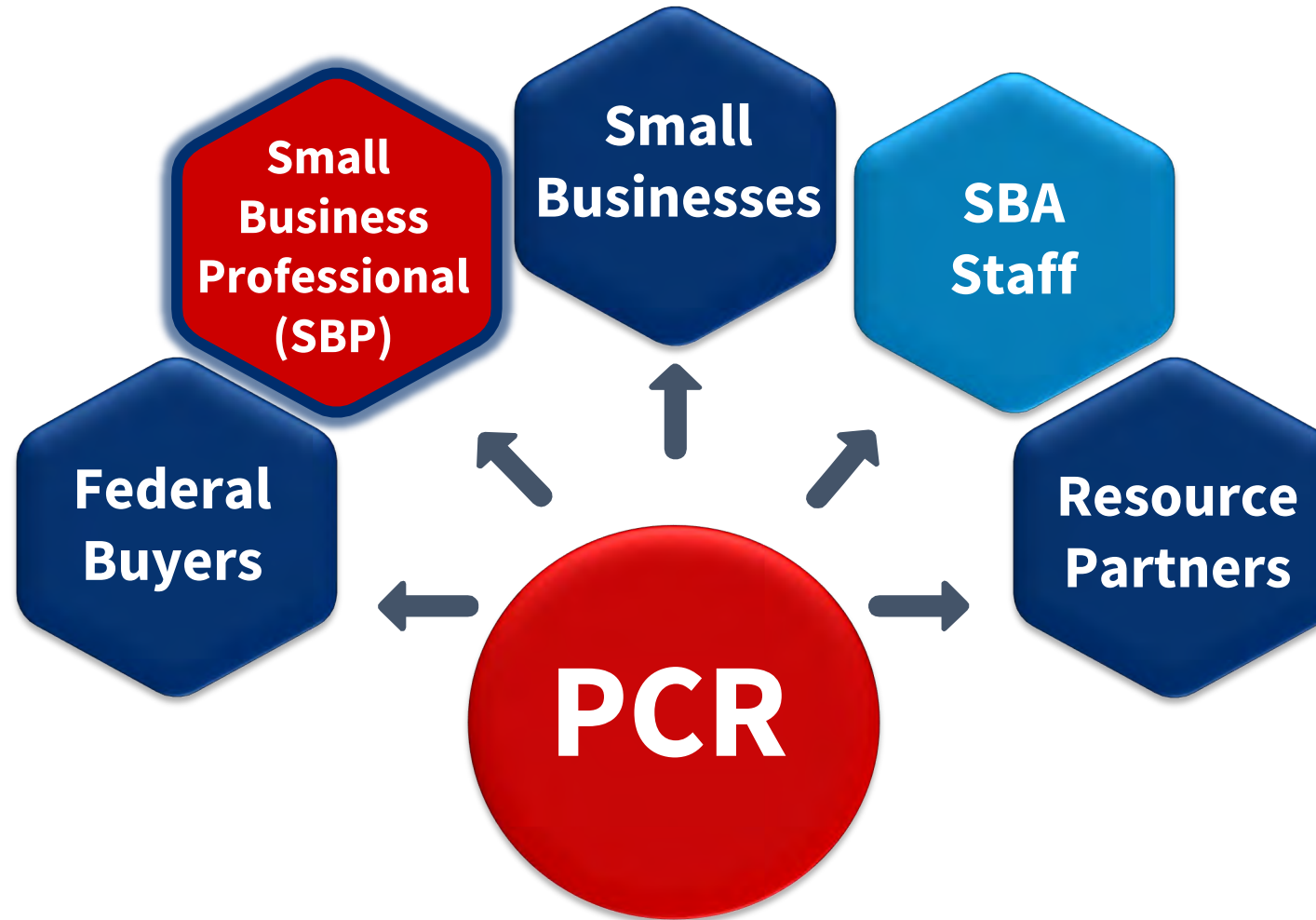
Work closely with contracting staff at Federal buying offices

- Communicates with Agency on upcoming requirements
- Review acquisitions and solicitations
- Inform agencies on updates to SB regulations and changes in SBA certification programs
- Assist agencies in meeting their SB goals through training, counseling & technical assistance
- Review Subcontracting Plans for compliance prior to award
- Receive copies of Cure/Show Cause notices of SB firms headquartered in the PCRs territory; contacts firm to offer assistance if needed
- Review buying office SB policies & procedures



PCR's Customers

PCRs interact with an array of customers on multiple levels to achieve a variety of outcomes when performing compliance and advocacy.

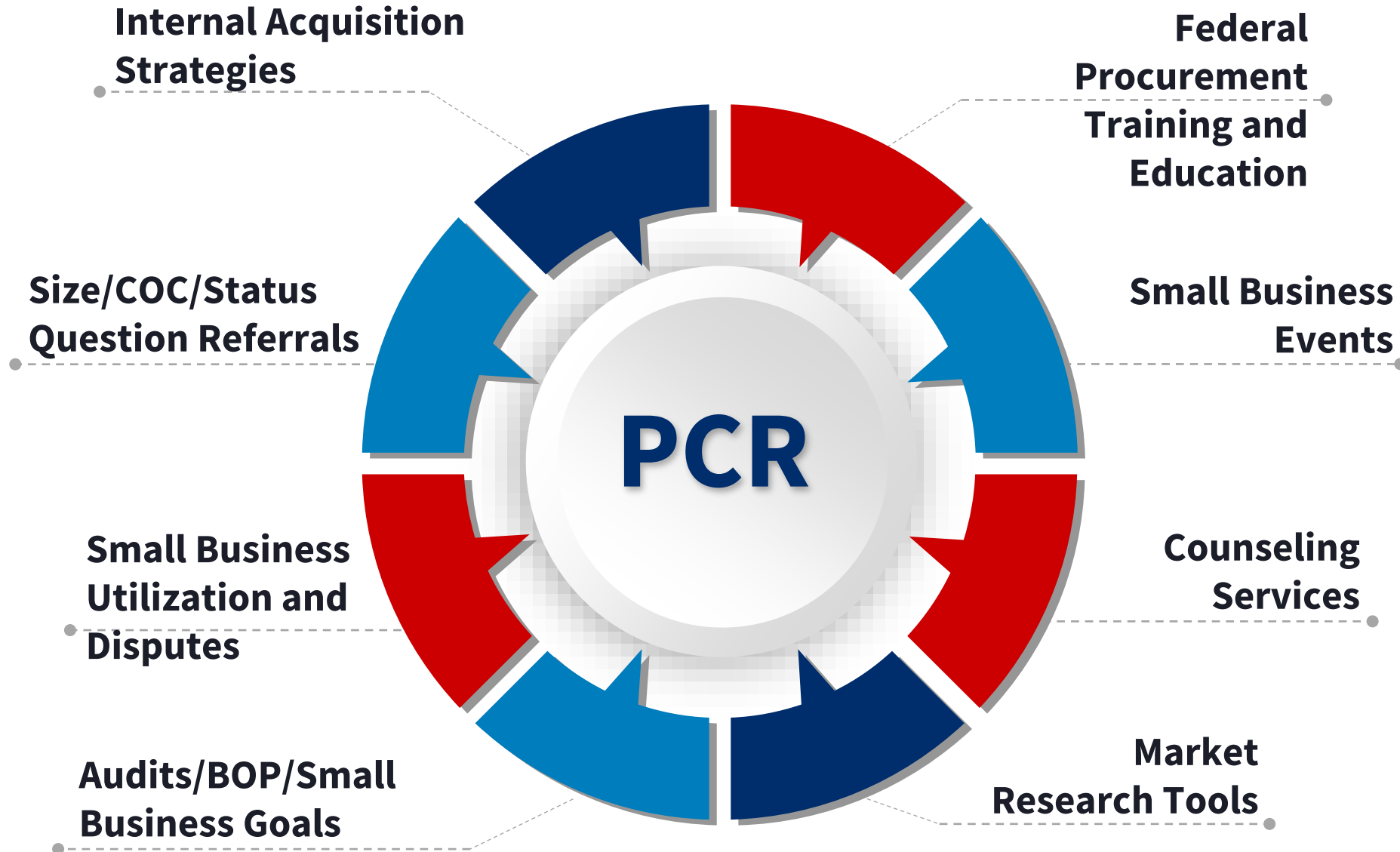


PCR Resources and Tools



01 Resource Partners	02 Federal Buyers	03 Small Businesses
<ul style="list-style-type: none">-Participate in outreach events-Referral System-Provide technical training on federal procurement subjects	<ul style="list-style-type: none">-Surveillance Reviews (SR)-Business Operation Plans-Annual PC SB Goals Analysis-Advise Senior Level Exec. (HCA)-Collaborate with SBP-Informal/Formal Form 70-Performs Extensive Market Research	<ul style="list-style-type: none">-Public Speaking Events (SME)-Provide Counsel to SBs Owners-Connect SBs to PCs-Recommend Policy changes

When to contact a PCR



How to Contact a PCR

- <https://www.sba.gov/federal-contracting/counseling-help/procurement-center-representative-directory>
- <https://www.sba.gov/tools/local-assistance>

Counseling and help

SBA offers counseling and training resources that help small businesses win federal contracts.

The diagram consists of three white boxes with rounded corners and thin grey borders, arranged horizontally. Each box contains text and a blue button. A large red arrow points from the top right towards the middle box.

- Contracting area directors**
Contact a contracting area director near you.
[Find a contracting area director](#)
- Procurement Center Representatives**
PCRs help small businesses win contracts, conduct market research, assist small businesses with payment issues, and provides counseling.
[Find a Procurement Center Representative](#)
- Commercial Market Representatives**
CMRs work to ensure that small businesses are receiving maximum practicable opportunity to participate as federal subcontractors.
[Find a Commercial Market Representative](#)

Conclusion

Thanks to your commitment and strong work ethic, we know next year will be even better than the last.

We look forward to working together.

DEPARTMENT OF STATE OSDBU



Matchmaking Prep

Anita