



U.S. Small Business
Administration

USDA Small Business 201 Workshop April 13 & 14, 2022

SBA Resource Partners & SAM.GOV Overview Presentation

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Which Resource Partners are Right for You?



- 60+ District Offices
- 950+ SBDCs
- 300+ SCORE chapters
- 100+ WBCs
- 20+ VBOCs



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Doing Business With The Federal Government

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Government-Wide Contracting Goals

COMPETITION TYPES TO WIN GOVERNMENT CONTRACTS



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SBA's Set-Aside for Certification Programs and Socio-Economic Categories

Targeted set-asides and acquisition goals:

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

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

HUBZone Businesses (3%)

**Service-Disabled Veteran-Owned
Small Businesses (3%)**



Set-asides are reserved for small business between \$3,500 (Micro-purchase Threshold) to \$250,000 (Simplified Acquisition Threshold)

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Is Your Business 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

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Registering to do Business with the Government

Preparation pays off in federal contracting. Before *you are* even considered for a contract, you must register your business in several locations. Before you do anything else, take these steps:

- Register for an Employer Identification Number (EIN), which is a permanent tax number.
- Find the appropriate North American Industry Classification System (NAICS) codes for your business.
- Register for a **Unique Entity ID (SAM)**, which is required in order to register with the federal government for contracts and grants.

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System for Award Management (SAM)

System for Award Management Registration is **REQUIRED** to apply for the Shuttered Venue Operators Grant (SVOG) Program and is focused on entities registering solely for federal financial assistance

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What Is the Unique Entity ID?

DUNS Number:

- The authoritative unique entity identifier used by the federal government today is the DUNS Number
- The DUNS Number is a 9-character numeric value
- Managed, granted, and owned by Dun & Bradstreet

Unique Entity ID (SAM):

- The authoritative unique entity identifier used by the federal government starting April 4th 2022 will be the Unique Entity ID (SAM)
- The Unique Entity ID (SAM) is a 12-character alphanumeric value
- Managed, granted, and owned by the government

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Why Is the Change from DUNS to Unique Entity ID Happening?

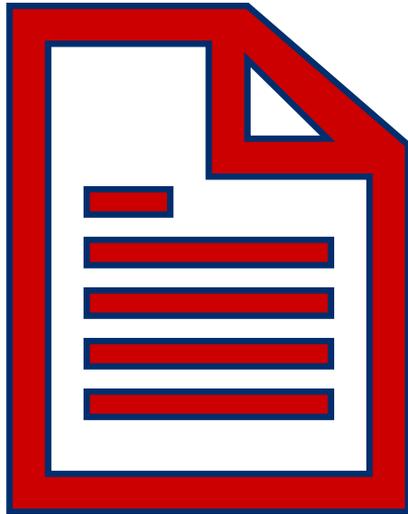
- ❑ Changing from DUNS to the Unique Entity ID (SAM) is a federal governmentwide initiative.
- ❑ The Office of Management and Budget (OMB) directed federal agencies to complete their transition to the Unique Entity ID (SAM) no later than April 4, 2022.
- ❑ The federal government is streamlining the entity registration process and making it easier for entities to do business with the federal government.
- ❑ Entities will be assigned an identifier during registration or can request one at SAM.gov without needing to register.

Why are Subcontractors Needed?



- **When a federal government contractor needs assistance fulfilling certain project components.**
- **Contract requirements and business goals.**

Understanding the Subcontracting Federal Acquisition Regulation (FAR)



Small business subcontractors must:

- Adhere to the FAR clauses in their contract
- Be aware of all regulatory requirements

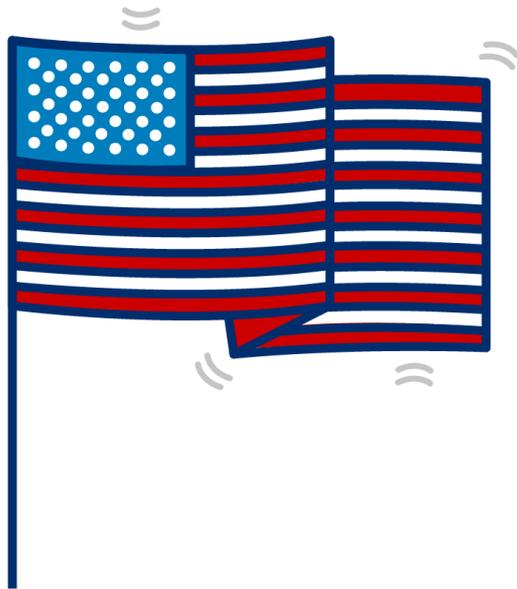
Subcontract regulation that governs the SB Subcontracting Program

- FAR Subpart 19.7 SB Programs
- FAR 52.219-8 Utilization of SB Concerns
- FAR 52.219-9 SB Subcontracting Plan
- 13 CFR 125. Government Contract Programs

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Small Business Subcontracting Opportunities



Locate a contractor who has been awarded a Federal government prime or subcontract that utilize what you supply

Locate a firm that is seeking a Federal Government contract and establish a Team Arrangement

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Procurement Assistance

SBA Resources

- Business Opportunity Specialist
- www.sba.gov
- Procurement Center Representative



Procurement Technical Assistance Centers

- Government contract assistance
- Consulting and workshops
- Information and resources



Marketing Resources

- Contract Opportunities on Beta.SAM.gov
- Contract Data on Beta.SAM.gov
- System for Award Management
- Dynamic Small Business Search System
- [Subcontracting Networking System \(SubNet\)](http://Subcontracting Networking System (SubNet))



Other Resources

- USASpending
- GSA Subcontracting Directory
- DoD Prime Contracting Directory



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Thank You!

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