



U.S. Small Business  
Administration

# **Small and Disadvantaged Business Opportunities Council SADBOC**

## **The Disconnect Between Federal Contracting Officers and Contractors and How to Fix It**

**2:00pm, May 04, 2020**

# INTRODUCTION

## Steve Szalo

Procurement Center Representative (PCR)  
Office of Government Contracting, Area IV  
Eastern Iowa, Western Illinois, Wisconsin and Minnesota  
U.S. Small Business Administration  
Building 131, Suite 104, Rock Island Arsenal  
P: (309) 782-6159  
C: (309) 732-6860  
[steven.szalo@sba.gov](mailto:steven.szalo@sba.gov)  
[www.sba.gov](http://www.sba.gov)

# DISCONNECT BETWEEN CONTRACTING OFFICERS AND CONTRACTORS

## BRIDGING THE GAP

Wh

What does this mean?

Why is this a problem?

How do we correct this?

# SIGNIFICANCE OF SYSTEM FOR AWARD MANAGEMENT (SAM) 1

- QUALIFICATION FOR AWARDS
  - ALLOWS US TO FIND YOU
  - YOUR FIRST IMPRESSION
- EXPLAINS WHO YOU ARE AND WHAT YOU DO
- DO YOU HAVE A TAB ON GOVERNMENT SERVICES ON WEBSITE
- CERTIFICATES, CAPABILITIES, EQUIPMENT, QUALITY, PAST PERFORMANCE
  - NAICS AND PSC
- PERFORMANCE HISTORY SNAPSHOT

# SIGNIFICANCE OF SYSTEM FOR AWARD MANAGEMENT (SAM) 2

DUNS Number (FREE at <https://www.dnb.com/>)

EIN (FREE at <https://www.irs.gov/businesses> )

Marketing Partner Identification Number (MPIN) (FREE at SAM)

Register on SAM (FREE at <https://www.sam.gov/SAM/> )

Commercial and Government Entity (CAGE) CODE (FREE SAM) Build NAICS Profile  
(FREE at <https://www.naics.com/search/> )

Build PSC Profile

(FREE at <http://support.outreachsystems.com/resources/tables/pscs/> )

Self-Certify or Certify as SB, WOSB, VOSB, SDVO, DVSB, 8a

Fill-in Certs & Reps in SAM Profile (old ORCA)

Your PTAC (IL or IA), SBDC at WIU-QC or PCR (me) can assist you

# REQUIREMENT IDENTIFICATION

North American Industrial Classification System (NAICS)

Product Service Codes (PSC)

Standard Industrial Classification (SIC)

National Stock Numbers (NSN)

# PROCUREMENT THRESHOLDS

PURCHASE CARDS UP TO \$10k

PURCHASE ORDERS UP TO \$25k

SMALL BUSINESS SET-ASIDES UP TO \$250k (SAP up to \$7M)

LARGE CONTRACTS OVER \$250k

DISASTER INCREASES RULES GET RELAXED

# CONTRACTOR PRIORITIES

## SPECIAL CATEGORIES

- Women Owned Small Business (WOSB)
- Service-Disabled Veteran Owned Small Business (SDVOSB)
  - 8a Certified
  - HUBZONE

# CONTRACTOR TYPES

PRIME CONTRACTORS

SUBCONTRACTORS

TEAMING and JOINT VENTURES

MENTOR PROTÉGÉ PROGRAM

AUTHORIZED DEALERS

# FEDERAL SMALL BUSINESS RESOURCES

- Minnesota Procurement Technical Assistance Centers (PTAC)
  - Small Business Development Centers (SBDC)
    - Office Of Small Business Programs (OSBP)
    - Service Corp of Retired Executives (SCORE)
      - SBA District Office, Minneapolis
      - Women's Business Centers (WBC)
    - Veteran Business Outreach Centers (VBOC)
  - Office of Government Contracts Procurement Center Representative (PCR)

# FEDERAL PROCUREMENT OPPORTUNITIES

## PORTALS AND WEBSITES

<https://beta.sam.gov/>

<https://www.neco.navy.mil/>

<https://www.seaport.navy.mil/>

<https://www.poportal.gsa.gov/poportal/welcome.do>

<https://www.dibbs.bsm.dla.mil/dodwarning.aspx?goto=/>

- [https://acc.army.mil/contractingcenters/acc\\_ri/](https://acc.army.mil/contractingcenters/acc_ri/)

- <https://www.mvr.usace.army.mil/Business-With-Us/Small-Business/>

[https://eweb1.sba.gov/subnet/client/dsp\\_Landing.cfm](https://eweb1.sba.gov/subnet/client/dsp_Landing.cfm)

- Federal Agency Websites FEMA, DOT, USDA, FTA, DHS, etc.

# PROCUREMENT FAIRS AND SIMILAR EVENTS

## PORTALS AND WEBSITES

- ATTEND HAVING A PURPOSE
  - BE ORGANIZED
  - TARGET SPECIFIC CONTACTS
- HAVE A BUSINESS CARD OR CAPABILITY STATEMENT
  - NO THUMBDRIVES, CDs, MAGAZINES, BOOKS ETC
  - SPEND 3 TO 5 MINUTES WITH EACH CONTACT
- EXPLAIN WHO YOU ARE, WHAT YOU DO, WHERE YOU ARE LOCATED
  - LISTEN AND LEARN
  - NETWORK, NETWORK, NETWORK

# HOW TO BE RELEVANT IN TODAY'S MARKET

KNOW WHO YOU ARE AND WHAT YOU DO

BE ABLE TO GIVE THAT 30 SECOND ELEVATOR SPEECH

KNOW YOUR CUSTOMERS

DO YOUR DUE DILIGENCE

GET OUT OF THAT BOX

NETWORK AND COLLABORATE

# QUESTIONS

Steve Szalo

Procurement Center Representative (PCR)

Office of Government Contracting, Area IV

Eastern Iowa, Western Illinois, Wisconsin, Minnesota

U.S. Small Business Administration

Building 131, Suite 104, Rock Island Arsenal

P: (309) 782-6159

C: (309) 732-6860

[steven.szalo@sba.gov](mailto:steven.szalo@sba.gov)

[www.sba.gov](http://www.sba.gov)