



# GOVERNMENT CONTRACTING: THE BASICS

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## BE FAMILIAR WITH REGULATIONS

- Integrated Acquisition Environment (IAE)
- Federal Acquisition Regulations (FAR)
- Link to Agency Supplemental Regulations  
<http://www.acquisition.gov>  
<http://www.regulations.gov>
- Defense Acquisition Regulation Supplement (DFARS)  
<http://www.acq.osd.mil/dpap>
- Business Gateway Initiative (legal/regulatory info)  
<http://www.business.gov>
- SBA Small Business Training Network (free courses)  
<http://www.sba.gov/services/training/index.html>

## FEDERAL BUSINESS OPPORTUNITIES (FBO) (FAR PART 5) <https://www.fbo.gov>

- ◆ DoD and Federal contracting activities post most requirements and awards >\$25,000 to FBO website
  - Active or archive search by dates and/or:
    - ◇ Type of Notice
    - ◇ Solicitation or award number
    - ◇ Place of performance zip code
    - ◇ Set-aside type
    - ◇ NAICS/FSC/PSC
    - ◇ Key words
    - ◇ Selected agencies
  - Register for Vendor Notification Service by:
    - ◇ Specific solicitation number
    - ◇ Same selections as above
    - ◇ **All notices (caution)**

## CONTRACT TYPES (FAR PART 16)

- ◆ Fixed-price: sealed bidding or negotiated
- ◆ Cost-Reimbursement: negotiated only
- ◆ Various types range from firm-fixed-price with contractor bearing most responsibility/risks for costs & profit to cost plus-fixed-fee with contractor bearing less responsibility/risks for costs & profit (i.e., fee) is fixed

## SMALL BUSINESS SUBCONTRACTING

- ◆ A Small Business Subcontracting Plan is required:
  - From large businesses, when work is performed in U.S., not personal services
  - Contracts or mods >\$650,000 (\$1.5M for construction), if subcontracting possibilities
- ◆ Must be approved before award
  - Includes small business goals and designated Small Business Liaison Officer (SBLO)

## SUBCONTRACTING OPPORTUNITIES

- ◆ FBO "Interested Vendors" list & award announcements
- ◆ DefenseLink >\$5.5M award notices  
<http://www.defenselink.mil/contracts>
- ◆ Directory of Small Business Liaison Officers on DoD Contracts  
[http://www.acq.osd.mil/osbp/doing\\_business/index.htm](http://www.acq.osd.mil/osbp/doing_business/index.htm)
- ◆ SBA SUB-Net  
<http://web.sba.gov/subnet>

## CONTRACT METHODS

**NOTE: Dollar thresholds change for contingency & Commercial contracts.**

DOLLAR THRESHOLD	TYPE	ACTION
<\$3,000 (\$2,000 Davis Bacon; \$2,500 Service Contract Act)	Micro-Purchase	Not advertised
>\$3,000 (\$2,000 Davis Bacon; \$2,500 Service Contract Act) <\$25,000	Simplified Acquisition Procedures (SAP)	Not advertised (sometimes posted locally) Oral or Request for Quotation (RFQ) Normally reserved for small business
>\$25,000 <\$150,000	SAP	Advertised in FBO Oral or RFQ Normally reserved for small business set-aside
>\$150,000	Formal/ Large Contract	Advertised in FBO Invitation for Bid (IFB) or Request for Proposal (RFP) Set-aside if ≥ 2 capable 8(a)/HUBZone/SD-VOSB/SB will submit offers @ fair market price

## COMPETITION REQUIREMENTS (FAR PART 6)

**Full and Open Competition:** All responsible sources are permitted to compete.

**Full & Open Competition After Exclusion of Sources:** Establish or maintain alternative sources, 8 (a) competition, HUBZone / SD- VOSB / small business set-asides

**Other than Full & Open Competition:** Sole source, Urgency, Industrial mobilization, International agreement, Authorized or required by Statute (includes 8(a), HUBZone, SD-VOSB), National security



## BASIC SMALL BUSINESS PROGRAMS

### (FAR PARTS 19 & 26)

**Small Business (SB)** – Located in U.S, organized for profit, including affiliates is independently owned & operated, not dominant in field of operations in which it is bidding on Government contracts, AND meets Small Business Administration (SBA) size standards included in solicitation. Size standard is based upon the North American Industrial Classification Standard (NAICS) assigned to the specific procurement dependent upon product/service purchased.

**Woman-Owned Small Business (WOSB)** – Small Business, at least 51% owned by ≥ 1 women, AND management & daily business operations controlled by ≥ 1 woman.

**Small Disadvantaged Business (SDB)** – Small Business, unconditionally owned & controlled by ≥ 1 socially & economically disadvantaged individuals who are of good character & citizens of the U.S. AND SBA-certified.

**Small Disadvantaged Business 8(a) Certified [8(a)]** – Small Business, self-certified as a SDB, AND SBA-certified OR self-certified into the 8(a) Business Development Program for a period of 9 years.

**Historically Underutilized Business Zone (HUBZone)** – Small Business, owned & controlled ≥ 51% by U.S. citizens, SBA-certified as a HUBZone concern (principal office located in a designated HUBZone & ≥ 35% of employees live in a HUBZone).

**Veteran-Owned Small Business (VOSB)** – Small Business, veteran-owned as defined in 38 USC 101(2), ≥ 51% owned by ≥ 1 veterans, & management/daily operations controlled by ≥ 1 veterans.

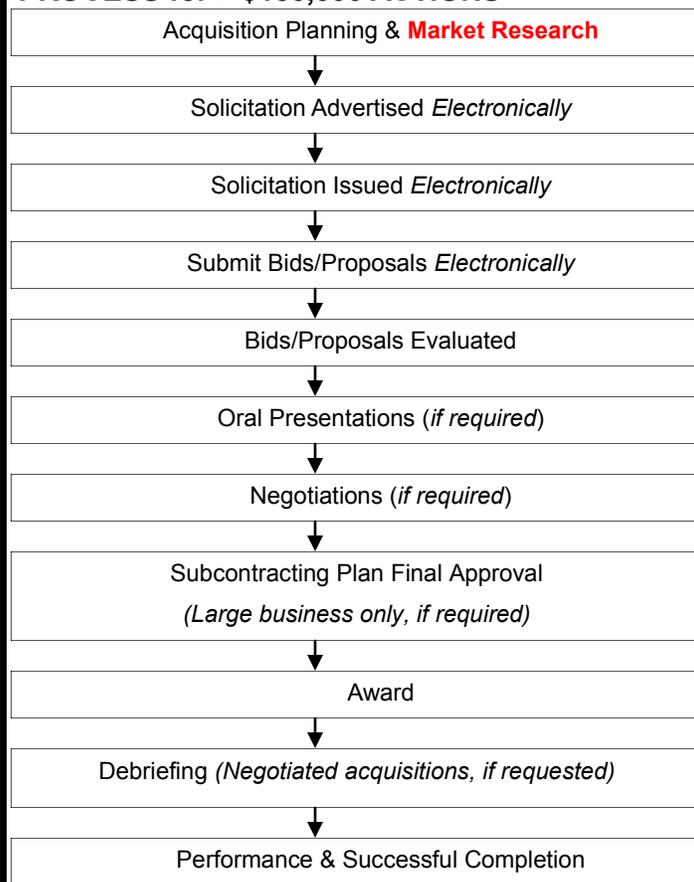
**Service-Disabled Veteran Owned Small Business (SD-VOSB)** – Small Business, veteran-owned, ≥ 51% owned by ≥ 1 service-disabled veterans, AND management & daily business operations controlled by ≥ 1 service disabled veterans OR in the case of veteran with permanent & severe disability, the spouse or permanent caregiver of such veteran, AND with 0% - 100% service-connected disability as defined in 38 USC 101(16) & documented on DD 214 or equivalent.

**ARE YOU READY?** Do you know your North American Industry Classifications & the small business size standards for each? Do you know your FSC/PSC Codes? Do you have a DUNS Number? Do you have a Business Plan and Marketing Plan? Are you registered in the Central Contractor Registration? Do you have a quality Dynamic Small Business Search **profile**?



MAKE USE OF **FREE** RESOURCES!  
See “Marketing to DoD: The Basics”

## PROCESS for > \$150,000 ACTIONS



## SMALL BUSINESS CERTIFICATIONS

TYPE	ACTION
Small Business	<a href="#">Self</a> -certify Set-aside authority
Woman-Owned Small Business	<a href="#">Self</a> -certify (may change)
Small Disadvantaged Business [includes 8(a)]	<a href="#">Self</a> -certify OR <b>SBA</b> certify 8(a) set-aside & <i>limited</i> sole source authority
HUBZone	<b>SBA</b> certify Set-aside & <i>limited</i> sole source authority; 10% price evaluation preference <i>may</i> apply
Service-disabled Veteran Owned SB	<a href="#">Self</a> -certify Set-aside & <i>limited</i> sole source authority
Veteran Owned SB	<a href="#">Self</a> -certify

**SMALL BUSINESS FEDERAL POLICY (FAR 19.201):** It is the policy of the Government to provide maximum practicable opportunities in its acquisitions to small business....concerns. Such concerns must also have the maximum opportunity to participate as subcontractors...”