



Role of the PCR

U. S. Small Business Administration

Office of Government Contracting

Area V



Presented by

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OBJECTIVE

- Provide Insight into the SBA's Office of Government Contracting
- Review Primary Functions
 - PCR – Procurement Center Rep
 - CMR – Commercial Market Rep
 - Size Specialist
 - Certificates of Competency
- Discuss Ways to Interface / Assist



Office of Government Contracting

Who We Are

What We Do

How We Can Help



Basis for SBA Programs

Small Business Act

- Implement Congressional Policy
- Aid, counsel, assist & protect SB interests
- Ensure a fair proportion of purchases, contracts & subcontracts be allocated to SB



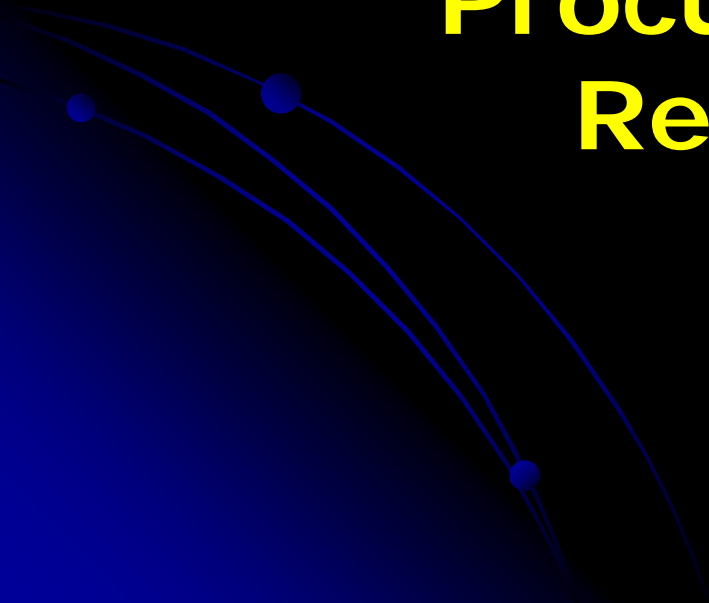
Procurement Programs

- Small Business (SB)
- Small disadvantaged business (SDB)
- Women-owned small business (WOSB)
- HUBZone small business
- Veteran-owned small business (VOSB)
- Service-disabled VOSB (SDVOSB)



PCR

**Procurement Center
Representative**





What PCRs Do

- Review Acquisitions & Solicitations
- Recommend Set-Asides
- Perform Market Research
- Size Determination Program *
- Perform Surveillance Reviews
- Provide & Attend Training Events
- Certificate of Competency (CoC) Program *
- Counsel Businesses & Federal Agencies
- Perform Outreach



* New Duties



PCR Trends

- **64 PCRs in the USA – increase of 13**
- **Consolidation of Roles**
 - **PCR**
 - **CMR**
 - **Size Specialist**
 - **Certificate of Competency (CoC) Specialist**



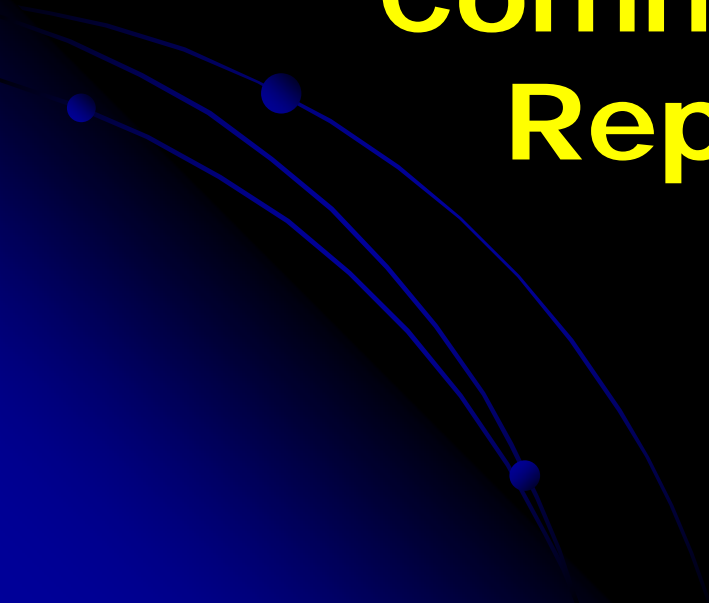
What PCRs See

- **Small Business Review Form**
- **Government Estimate**
- **Sole Source Justifications (J&A)**
- **Statement of Work**
- **Acquisition Plan**
- **Procurement Request**
- **Source Selection Criteria**
- **A-76 Information**
- **Sensitive Information**
- **Set-aside appeals**
- **Certificate of Competency Request**
- **Subcontracting Plans**
- **Bid Abstracts**
- **Synopses**
- **Market Survey**
- **Purchase History**



CMR

**Commercial Market
Representative**





Subcontracting Assistance

Statutory Subcontracting Goals

Small Business Act: Section 15(g)

- Small Business (SB) - negotiable
- Small Disadvantaged Business (SDB) - 5%
- Women-Owned Small Business (WOSB) - 5%
- HUBZone Small Business - 3%
- Veteran-Owned Small Business - negotiable
- Service-Disabled Veteran-Owned SB - 3%



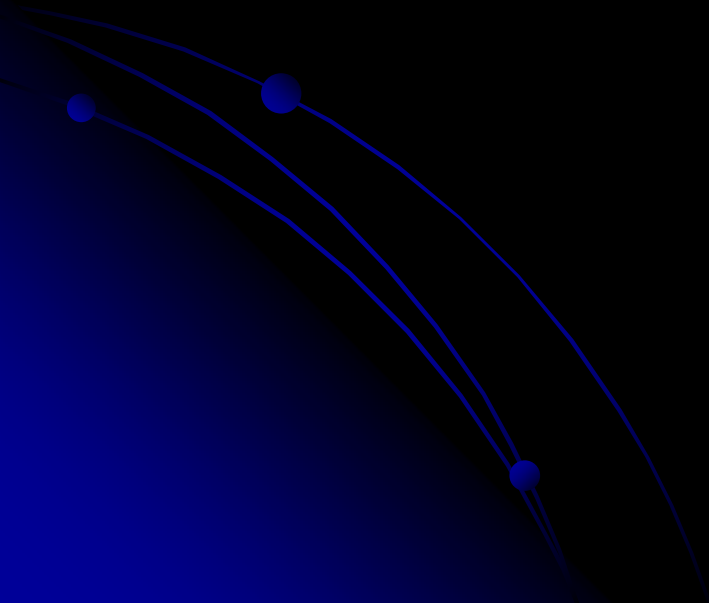
Subcontracting Assistance

- Pre-Award Subcontracting Plan Reviews
 - PCRs review subcontracting plans

- Post-Award Compliance Reviews
 - CMRs monitor goal achievement



MARKET RESEARCH





CONDUCTING MARKET RESEARCH

Agencies must-

Ensure legitimate needs are identified

• Research appropriate to circumstances

• "Use" the results !!!



PCR's and the Appeal Process

Formal Process – Rarely Used

- PCR Issues Form 70 – SBA Recommendation
- If CO disagrees, automatically referred to HCA
- If HCA denies, PCR sends to SBA HQ
- SBA appeals to Agency Secretary or Administrator

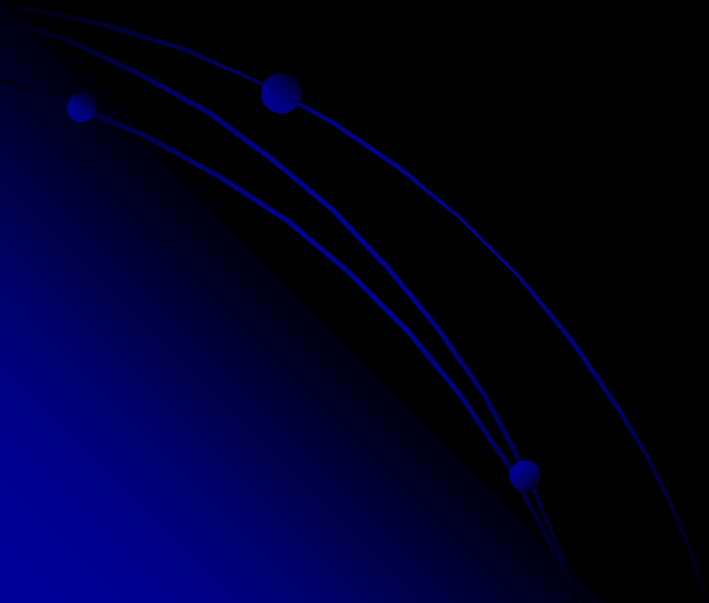
Informal Process – Most Common

- PCR Raises Informal Objection
- PCR, SBS & CO Resolve through Negotiation

FAR Part 19.505



CONCLUSIONS



PCRs – Uniquely Positioned !

Small Business Advocate

Small Business Specialist Support

Contracting Officer “Gatekeeper”

Special Authority

Insider-Outsider





DISCUSSION

A Few, Random Thoughts: (NOT Official SBA Position or Policy)

- PCR's Can Help You with more Info about
 - Upcoming Solicitations
 - Procurement "rumors" & Strategies
 - IP Protection
 - SBIR Data Rights and Phase III efforts



DISCUSSION

(continued)

- PCRs are able to:
 - Facilitate Communication with Contracting Community
 - Use “Special Authority” where appropriate
 - Utilize Gained Info about Procurements including solicitations, IP Protection, SBIR Data Rights, etc.
- Role of Industry
 - Establish Communication with PCR (Early!)
 - Educate your PCR – we are not experts!

(NOT Official SBA Position or Policy)



THANK YOU !

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