



**Procurement Center
Representative:
An Advocate, A Resource**

Tanika Pierce



Agenda

- Introduction
- What PCRs do
 - Subcontracting
- Working with a remote PCR



About Me

- Air Force Veteran
- Level III Contracting Certified
- Level II Business, Cost Estimating Certified
- Level 1 Program Management Certified
- 10 years Acquisition Experience





Agencies Covered

- Dyess AFB, TX
- Sheppard AFB, TX
- Dallas VA, TX
- Little Rock AFB, AR
- Air Force Academy, CO
- Shriever AFB, CO
- Peterson AFB, CO
- Fort Carson, CO





PCRs

- Help ensure a fair portion of purchases go to Small Businesses of all types
 - represent SBA at major buying activities
 - review proposed acquisitions, including bundled procurements
 - recommend requirements to be set aside for HUBZone, 8(a), Woman-owned & SB firms
 - advise agencies & SBs on SBA programs
 - initiate secretarial appeals

FAR Part 19.402



What PCR's Do

- Coordinate with contracting activities
- Review acquisitions
 - Recommend Set-asides
- Review Bundling Cases
- Review Solicitations
- Support 8(a) Business Development





What PCR's Do



- Perform Market Research
- Provide Training
- Perform Surveillance Reviews
- Interface with Others
- Perform Outreach



What PCR's Do

- Attend Training Events
- Promote SBA Programs
- Mediate SB Issues
- Monitor Public Notices
- Counsel small & 'other than small' businesses, Federal Agencies





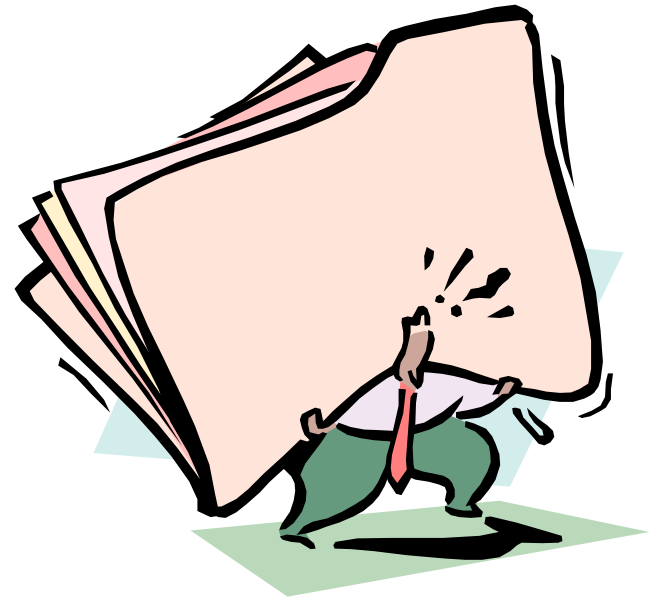
Small Business Contract Assistance Programs

- Prime Contract Assistance
 - Small business set-aside program
 - Procurement Preference Goaling
 - Size Determination Program
 - Waivers to the Non-Manufacturer Rule
 - Certificate of Competency (COC)
- Subcontracting Assistance



What PCR's Track

- Buys Reviewed
- Counseling Records
- Subcontracting Plans Reviewed
- SBA Form 70s
- Set-Aside Appeals
- 8(a) recommendations
- Monthly Reports





Subcontracting Assistance

SBA's Role in Subcontracting Types of Reviews

➤ Pre-Award Subcontracting Plan Reviews

- SBA's PCR's review subcontracting plans prior to contract award (advisory)

➤ Post-Award Compliance Reviews

- SBA's CMR's monitor goal achievement after contract award



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

Determining the Need for a Subcontracting Plan

➤ Dollar Threshold:

- contract or contract mod is expected to exceed \$650,000 (\$1,500,000 for construction)

➤ Subcontracting possibilities:

- contract appears to offer subcontracting possibilities



Subcontracting Assistance

Determining the Need for a Plan

- Subcontracting plans are **not** required:
 - From small business concerns
 - For personal services contracts
 - For contracts or mods that will be performed entirely outside of the U.S.
 - For contracts that do not contain 52.219-8, Utilization of Small Business Concerns
(e.g., contracts awarded prior to PL 95-507)



Subcontracting Assistance

Elements of a Subcontracting Plan

- A subcontracting plan must contain goals expressed in both dollars and percentages.
- Other required elements are set forth in the FAR at subpart 19.704 and in the clause at 52.219-9, Small Business Subcontracting Plan.
- SBA provides a Fact Sheet on Subcontracting that explains goals, flow-down, and reporting requirements.



Working with a remote PCR...

- Respond to Sources Sought Notices
- Be vigilant of your size status when responding to RFQs/RFPs
- Communicate any issues you may be having early
- Notify me if a procurement has not been set-aside and you know that there are 2 or more SBs that can perform
- Inform/invite me to any outreach efforts, trainings, conferences, etc.
- Give me your success stories to share as a SB



Questions?

➤ Resources:

➤ www.sba.gov

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