



**PRIDCO**

COMMONWEALTH OF PUERTO RICO  
Puerto Rico Industrial Development Company

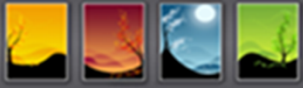


**FeCC**  
Federal Contracting Center  
a Procurement Technical Assistance Center

**Puerto Rico  
Federal Contracting Center  
a Procurement Technical Assistance Center**

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# Learning Objectives

- Understand the basic requirements
  - ✓ How to register to do business with the federal government
  - ✓ Finding business opportunities
  - ✓ Conducting market research
- How to use the socio-economic programs as an additional competitive edge

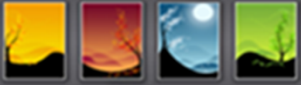
8(a)

HUBZone

Women  
Owned

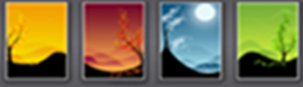
Veteran  
Owned

- Learn where to go for support in selling to the federal government



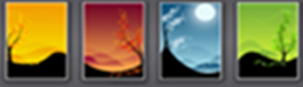
## Initial Steps: Register to do Business

1. Identify your product or service as the Government does  
North American Industry Classification System (NAICS)  
[www.census.gov/eos/www/naics](http://www.census.gov/eos/www/naics)
2. Determine your business size according to the US Small Business Administration standards  
<http://www.sba.gov/content/table-small-business-size-standards>
3. Obtain a DUNS Number from Dun & Bradstreet  
<http://fedgov.dnb.com/webform>
4. Register in the Central Contractor Registration System  
[www.sam.gov](http://www.sam.gov)



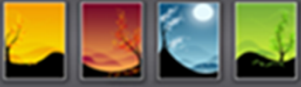
# Initial Steps: Understanding the Socio-economic programs

- The socio-economic programs as a competitive edge
  - ✓ 8(a) Business Development Program
  - ✓ HUBZone Program
  - ✓ Women Owned Small Business Program
  - ✓ Veteran Owned Small Business Program



## 8(a) Business Development Program

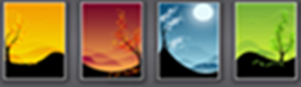
- Promote the business development of small business concerns owned and controlled by socially and economically disadvantaged individuals
- Certified firms can potentially receive sole-source contracts up to:
  - ✓ \$4 million for goods and services
  - ✓ \$6.5 million for manufacturing
- 8(a) program participants are not in any way guaranteed or entitled to receive federal contracts
- Joint ventures and teaming
- Mentor-Protégé Program



## 8(a) Basic Eligibility Requirements

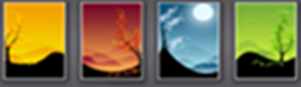
- Socially Disadvantaged
- Economically Disadvantaged
  - ✓ Net worth must be less than \$250,000 - after excluding the individual's equity in the firm, unavailable pension funds and equity in the primary residence
- Citizens of the United States
- In business for two years
  - ✓ Waiver of the Two Year Rule
- How long does it take to get certified?
  - ✓ 15 days screening period and a 90 day processing time
- Maximum 9 year participation in the program

Persons or principals used to determine socially and economically disadvantaged status, must be the direct and unconditional majority owners



# The HUBZone Program

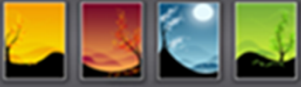
- Program is designed to help small firms in certain communities gain access to federal contract opportunities
- HUBZone areas: typically areas of low median household incomes or high unemployment, or both
- As of March 15, 2013 there were 33 HUBZone certified firms in Puerto Rico



## HUBZone Key Program Benefits

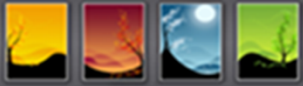
- Set asides – Contracting officers can reserve or set-aside specific contracts for qualified HUBZone firms
- Government-wide contracting goals require that at least 3% of all federal prime contracting dollars and 3% of all federal subcontracting dollars flow to certified and qualified HUBZone firms
- A price evaluation preference of 10% can be applied to certified HUBZone firms in full and open contract competitions.





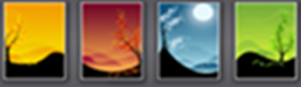
# HUBZone Eligibility Requirements

- Small business (by SBA standards)
- Owned and controlled by at least 51% U.S. citizens or a community development corporation, an agricultural cooperative, or an Indian tribe
- Principal office must be located within a designated HUBZone
- At least 35% of its employees must reside in a HUBZone
- Term of Participation as long as:
  - ✓ Business remains in a HUBZone certified area
  - ✓ 35% of the employees live in a HUBZone area
  - ✓ Business remains small
  - ✓ Meet all other terms of the certification



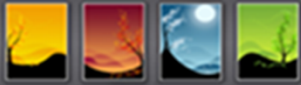
## Is Your Business in a HUBZone?

- SBA has created an electronic tool where you can insert the address and zip code of a specific location (or its coordinates) to determine if that location is recognized as a designated HUBZone.
- HUBZones are determined by the government – using the most current census, unemployment and other data.
- <http://map.sba.gov/hubzone/maps>



# Women-Owned Small Business Program

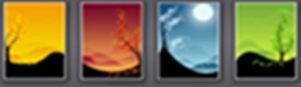
- The program authorizes contracting officers to set aside certain federal contracts for eligible:
  - ✓ Women-owned small businesses or
  - ✓ Economically disadvantaged women-owned small businesses
- Levels the playing field for WOSBs to compete for and win federal contracts
- Provides procuring agencies a tool to help meet their 5% WOSB contracting goal
- Helps create and retain more jobs for WOSBs



# Requirements for Set Asides

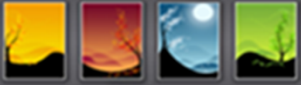
	WOSB Set Aside	EDWOSB Set Aside
Industries	<ul style="list-style-type: none"><li>• NAICS code assigned to solicitation is in an industry in which WOSBs are <b>substantially underrepresented</b> (<u>38 4-digit NAICS designated</u>)</li></ul>	<ul style="list-style-type: none"><li>• NAICS code assigned to solicitation is in an industry in which WOSBs are <b>underrepresented</b> (<u>45 4-digit NAICS designated</u>)</li></ul>
Rule of two	<ul style="list-style-type: none"><li>• Contracting officer has reasonable expectation that <b>2 or more WOSBs will submit an offer</b></li></ul>	<ul style="list-style-type: none"><li>• Contracting officer has reasonable expectation that <b>2 or more EDWOSBs will submit an offer</b></li></ul>
Award price	<ul style="list-style-type: none"><li>• Anticipated award price <u>including options</u> does not exceed the statutory thresholds of <b>\$6.5M for manufacturing or \$4M for other contracts</b></li></ul>	

A complete list of applicable NAICS codes can be found at [www.sba.gov/wosb](http://www.sba.gov/wosb)



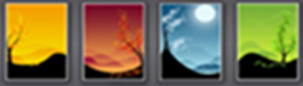
# Eligibility -WOSB Program

- WOSB
  - ✓ 51% owned & controlled by one or more women who are US citizens
  - ✓ Ownership must be direct and not subject to limitations
  - ✓ Woman or women must manage day to day operations
- EDWOSB
  - ✓ Satisfy all conditions of WOSB
  - ✓ Personal net worth of less than \$750,000
  - ✓ Adjusted annual income of \$350,000 or less
  - ✓ Market value of all assets does not exceed \$6 million



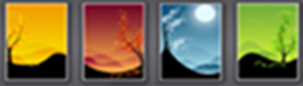
# Certification -WOSB Program

- Self certification
  - ✓ WOSB or EDWOSB can self certify
  - ✓ Registration in SAM (CCR & ORCA) is required
  - ✓ Contracting officer may/will request additional documentation
  - ✓ All documents will be maintained in WOSB Program Repository
    - Review: <http://www.sba.gov/wosb>
- Third Party Certification
  - ✓ Can be certified by third party certifier – federal agency, state government or national certifying entity approved by SBA
  - ✓ Existing DBE or 8(a) program certification may be eligible



## Veterans Programs (VOSB & SDVOSB)

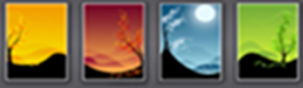
- Established 3% government-wide prime and subcontracting goals for service disabled veteran owned small businesses
- Self-certification program except for VA contract opportunities
- Verification requirement may become mandatory for all federal agencies
- SDVOSB Program
  - ✓ Contract set-asides are authorized



# VA Veteran-Owned Verification Program

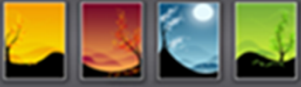
- The Veteran owner(s) have direct, unconditional ownership of at least 51% of the company and have full decision making authority
- The Veteran manages the company on both a strategic policy and a day-to-day basis
- The Veteran holds the highest officer position
- The Veteran should be the highest compensated employee unless there is a logical explanation otherwise
- The Veteran has the managerial experience of the extent and complexity needed to manage the company





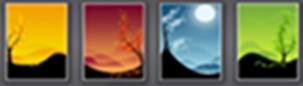
# Finding Business Opportunities

- Federal Business Opportunities  
[www.fbo.gov](http://www.fbo.gov)
- Fedbid  
[www.fedbid.com](http://www.fedbid.com)
- Agencies' websites



# Conducting market research

- SAM  
[www.sam.gov](http://www.sam.gov)
- SBA Small Business Dynamics  
[http://dsbs.sba.gov/dsbs/search/dsp\\_dsbs.cfm](http://dsbs.sba.gov/dsbs/search/dsp_dsbs.cfm)
- Federal Procurement Data System  
<https://www.fpds.gov>
- Agency Recurring Procurement Forecasts  
[http://acquisition.gov/comp/procurement\\_forecasts/index.html](http://acquisition.gov/comp/procurement_forecasts/index.html)

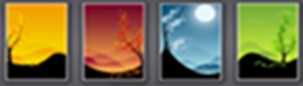


# Puerto Rico Federal Contracting Center

[www.federalcontractingpr.com](http://www.federalcontractingpr.com)

- A division of the Puerto Rico Industrial Development Company (PRIDCO)
- Cooperative agreement with Department of Defense (DoD)
- Part of a nationwide network of 92 PTACs
- 26 years of experience





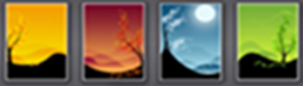
# Puerto Rico Federal Contracting Center

To proactively position businesses in the federal government market while actively assisting and matchmaking companies with federal contracts available.

**Mission**

**Goal**

To generate employment and improve the general economy of Puerto Rico by assisting business firms to obtain and perform under federal state, and municipal government contracts.



# Services

- Help the entrepreneurs decide if this is the right market for them
- Market research
  - GSA schedules application
- Registrations & certifications:
  - Central Contractor Registration
  - Duns & Bradstreet registration
  - Veterans verification program
  - SBA 8a program
  - SBA HUBZone program
  - Women-Owned Business
  - Mentor-Protégé Programs
  - Marketing the products or services
  - Preparation of Invitation for Bids and Request for Proposals
  - Bid matching service
  - Sub-contracting and networking opportunities
  - Training

**All Services are Free of Charge**



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**Thank you...**

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