



U.S. Small Business
Administration

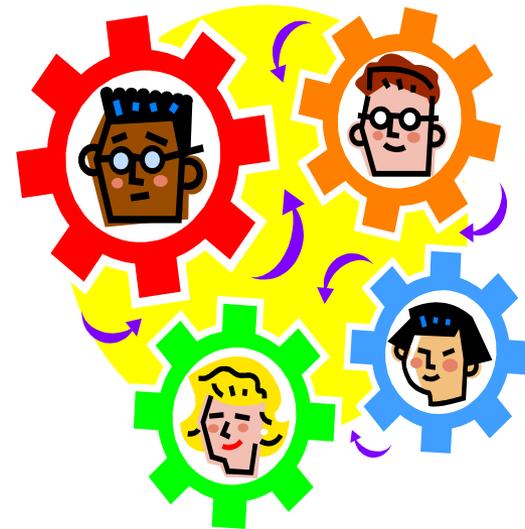
Michael Massello

**U.S. Small Business
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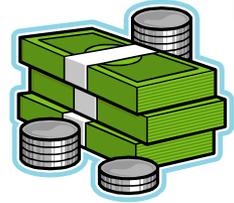
**Office of Government Contracting
Area II**

Role of the PCR

What Exactly Does the SBA Procurement Center Representative (PCR) Do?



SMALL BUSINESS POLICY



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- It is the policy of the Government to provide **maximum practicable opportunities** in its acquisitions to small business, and all of the identified socio-economic concerns.

S
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S

- Such concerns must also have the **maximum practicable opportunity to participate as subcontractors** in the contracts awarded by any executive agency.



SBA PCR RESPONSIBILITIES

- Assigned to a contracting activity to carry out SBA policies and programs (IAW Far 19)
- Review proposed acquisitions over a specified dollar threshold to recommend set-asides, recommend new sources and breakout components for competition
- Review proposed bundled acquisitions to recommend alternate contracting methods to increase SB prime contracting opportunities (15 days)
- Recommend sources to be solicited



MY CORE AGENCIES



**Department of Commerce
Securities and Exchange Commission**

Army – Aberdeen Proving Grounds

DLA Aberdeen

DLA Aviation Detachment - Philadelphia

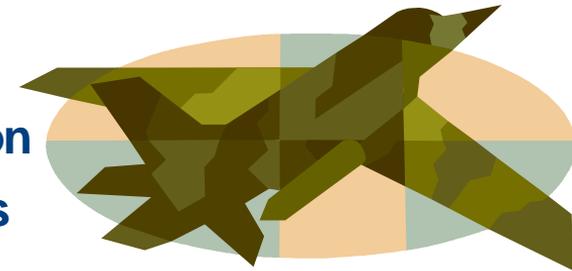
Naval Undersurface Warfare Center – Philadelphia

NAVSUP Weapon Systems Support-Philadelphia

NAVSUP HQ – Mechanicsburg

NAVSUP Fleet Logistics Center - Philadelphia

DLA Maritime Detachment – Mechanicsburg



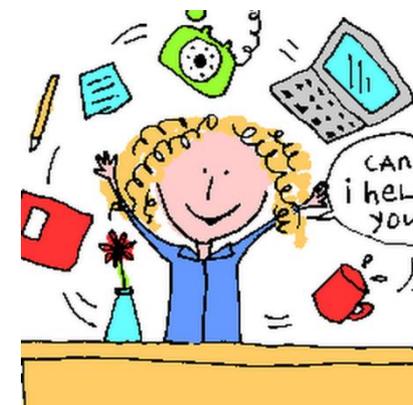
Sources of Market Research

- Procurement History
- Recent Market Research Reports
- FPDS-NG
- DSBS/SAM
- FBO
- Your Local Small Business Advocate
- Industry/Trade Organizations
- Online/Internet Resources
- SBA District Offices including PTAC and SBDCs
- Area Chambers of Commerce
- Trade Shows/Outreach Events/Conferences
- Industry Days



PCR RESPONSIBILITIES

- Review subcontracting plans
- Conduct periodic compliance reviews of the activity
- Advise and assist small businesses
- Investigate issues upon the request of a SB, the activity, or SBA office
- Meet with HCA at least annually via Business Operations Plan (BOP)
- Train contracting activity personnel on aspects of the SB Program
- Participate in conferences and training to increase SB participation



SBA District Offices BD



8(a) Program Hub Zone SDVOSB EDWOSB/WOSB



Conclusion

- Small businesses provide a great base of firms with outstanding capabilities—they are vital to our Nation's Defense and economic health
- Encouraging small firms is the best way to increase innovation, productivity, and jobs.
- Market Research is the Key



WEBSITES

- **Small Business Administration**
- **SBA Dynamic Small Business Search**
 - http://dsbs.sba.gov/pro-net/dsp_dsbs.cfm
- **Federal Business Opportunities**
 - <http://www.fbo.gov>
- **Federal Procurement Data System:**
 - <http://www.fpds.gov>



SBA Government Contracting

Area II

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