Role of the PCR
What Exactly Does the SBA Procurement Center Representative (PCR) Do?
• 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.

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

FAR 19.201(a)
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
• 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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