SBA

U.S. Small Business Administration



Federal Contract Opportunities during COVID-19

Jezabel Rodríguez
Government Contracting
Area 1
Procurement Center Representative
PR & and the USVI

Jorge Betancourt

District Office

Region 2

Economic Development Specialist

PR & and the USVI

PCR Role & Duties

- Review acquisition strategies to ensure small businesses are provided maximum opportunity in Federal contracting
- Enhance overall competition
- Review acquisitions not set aside for SB or not proposed for competition
- Recommend requirements to be set aside for small business concerns
- Review and investigate bundled acquisitions



PCR Role & Duties (cont.)

- Assist agencies in meeting prime contracting goals
- Receive information copy of SB set-aside actions
- Review and provide recommendations on subcontracting plans
- Provide counseling on acquisition strategies and new SBA regulations
- Conduct Surveillance Reviews of buying activities

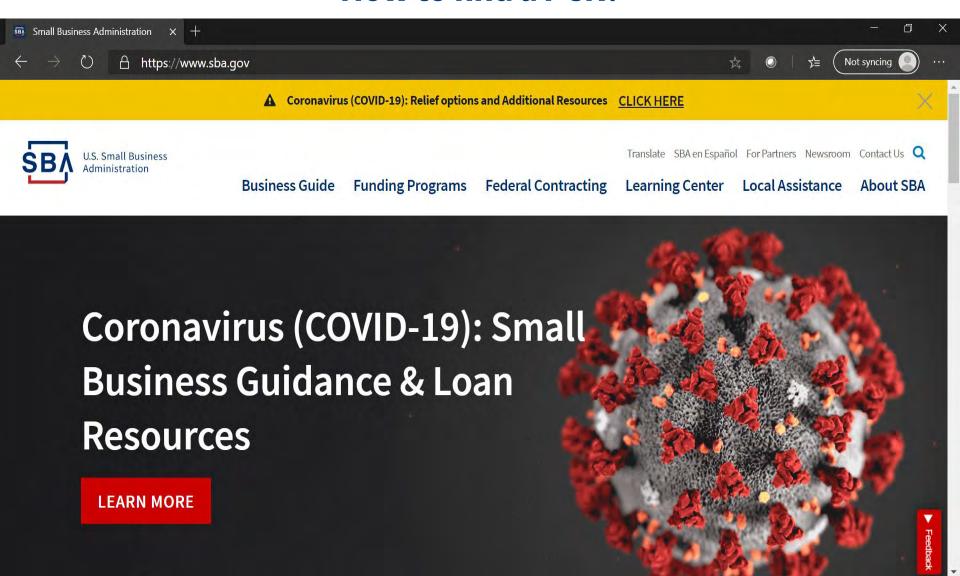


Goals for participation of small business concerns in procurement contracts

	Government wide Goals
Small Business	23%*
Service-Disabled Veteran Owned	3%**
Historically Underutilized Business Zone	3%**
Small Disadvantaged Business	5%**
Women Owned Small Business	5%**

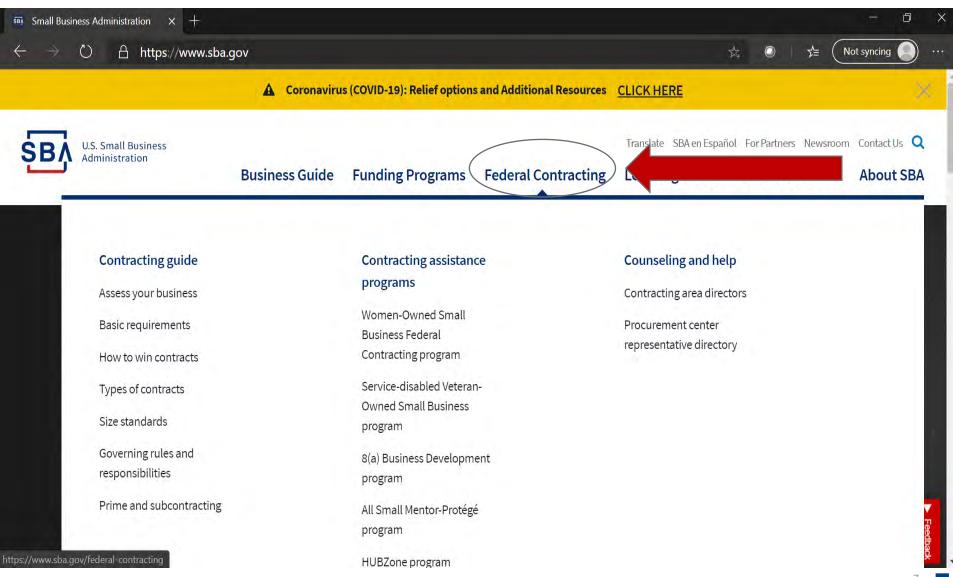


How to find a PCR?



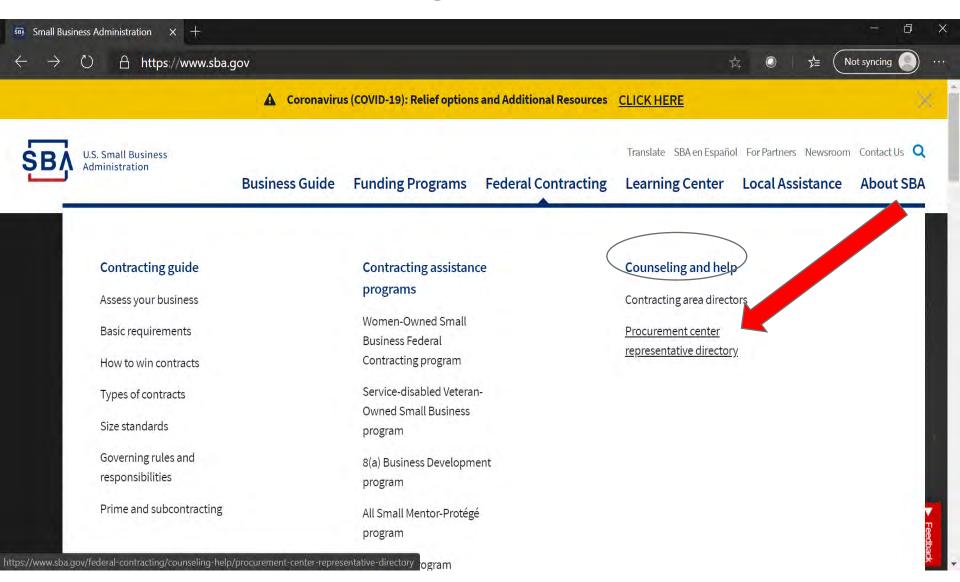


Click on Federal Contracting



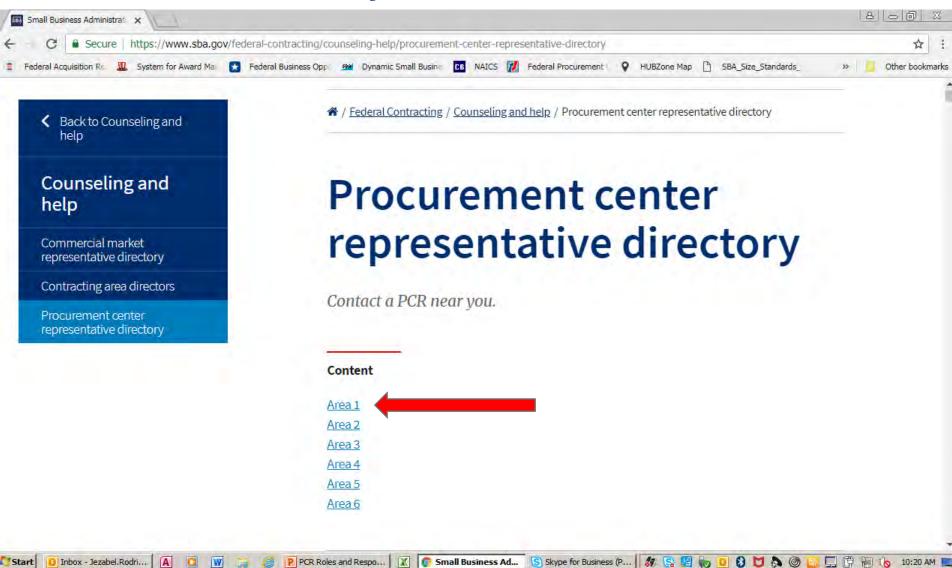


Under Counseling and help, click on PCR



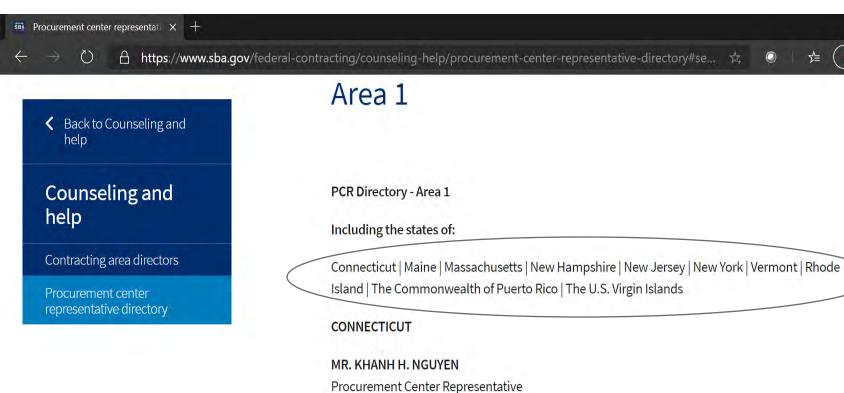


Directory divided into six areas





Area 1



U.S. Small Business Administration

10 Causeway Street, Room 265

Boston, MA 02222-1093 Tel: (617) 565-5587 Fax: (202) 481-2744

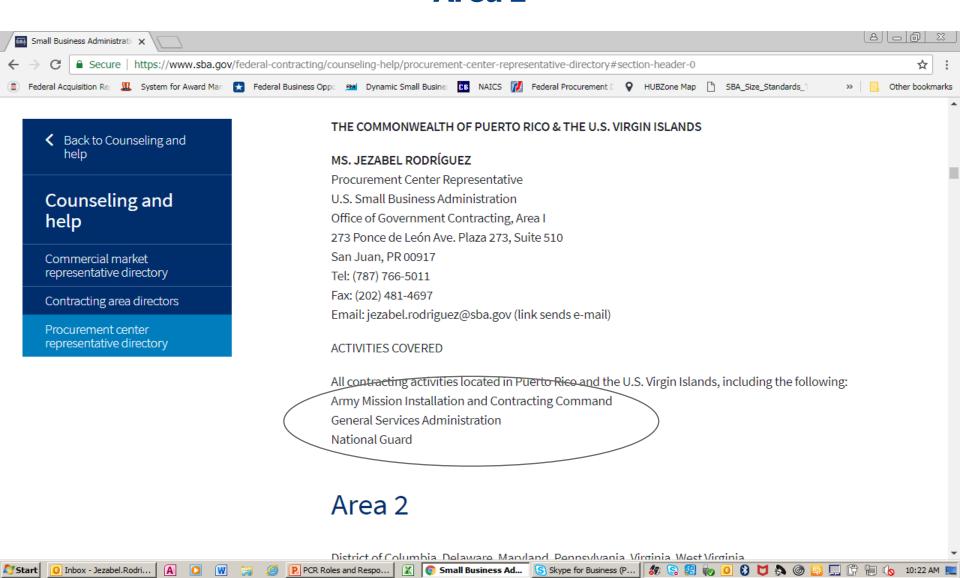
Office of Government Contracting, Area I

Email: khanh.nguyen@sba.gov (link sends e-mail)



Not syncing

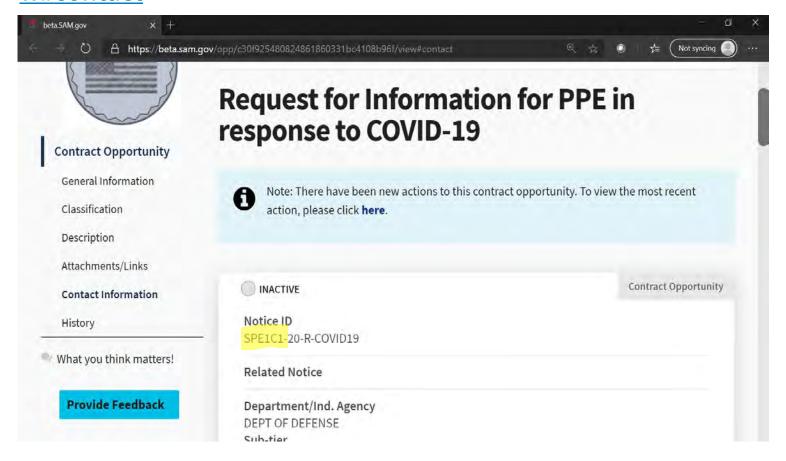
Area 1



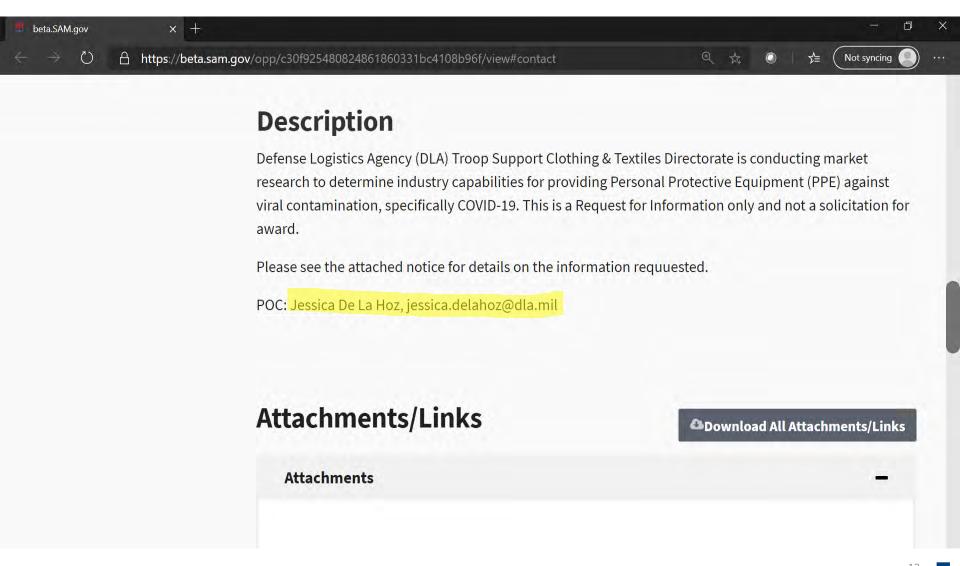


Opportunity #1-DLA

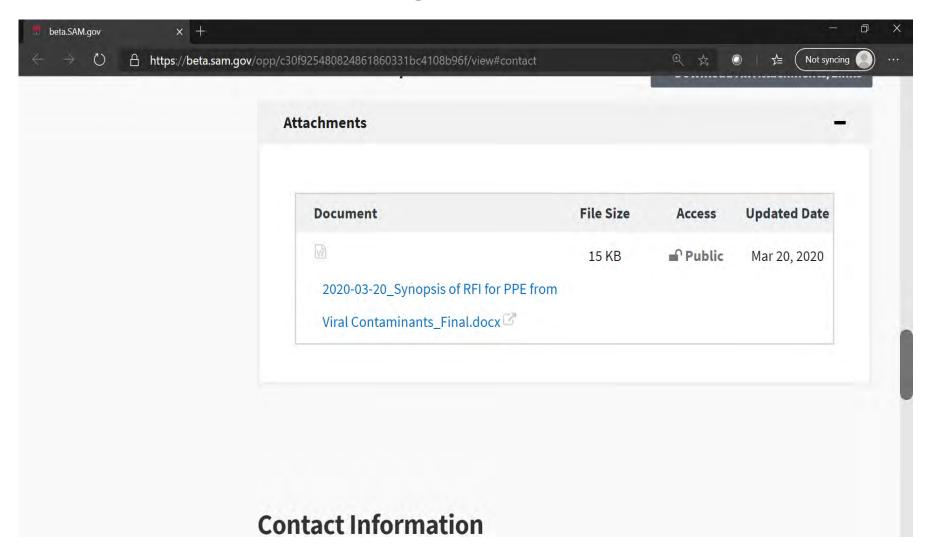
 Defense Logistics Agency (DLA) for certain PPE: https://beta.sam.gov/opp/c30f925480824861860331bc4108b96f/view#contact



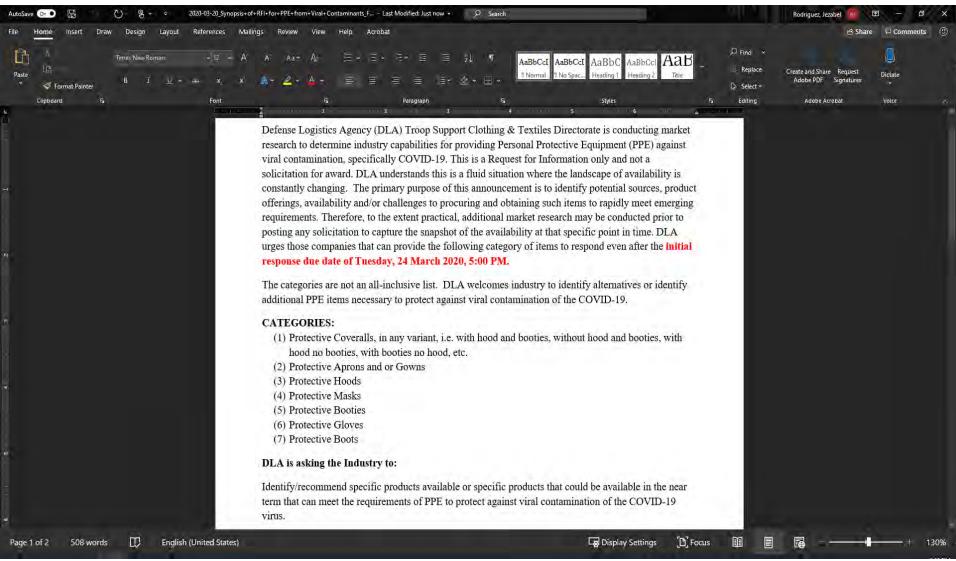




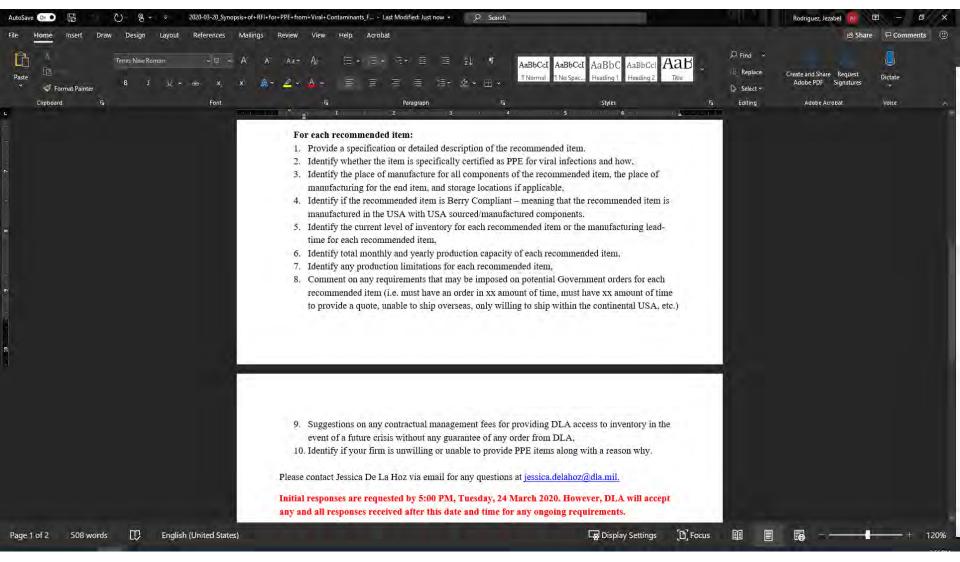






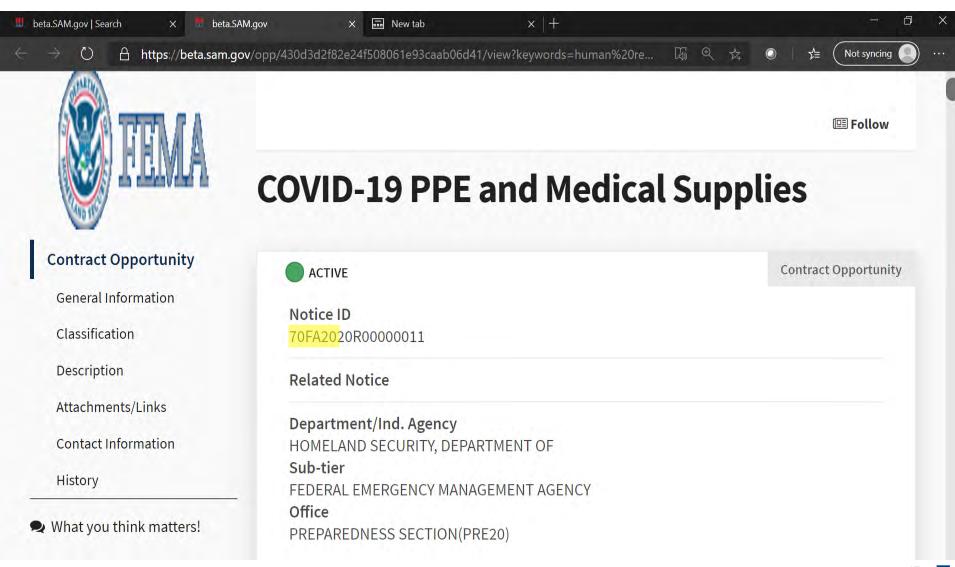






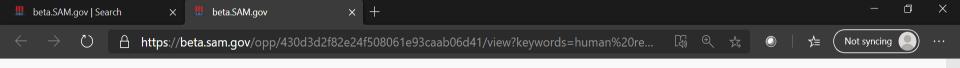


Opportunity #2-FEMA





Opportunity #2-FEMA (cont.)

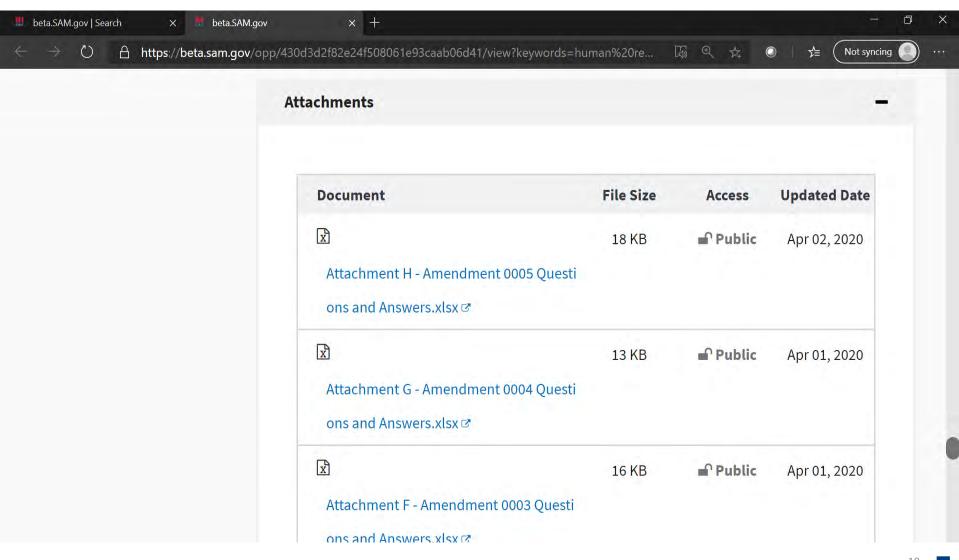


I. General

- i. This is a combined synopsis/solicitation for commercial items under FAR part 12 prepared in accordance with the format in <u>subpart 12.6</u>, as support 12.6, a
- ii. This is a standing solicitation issued under unusual and compelling urgency. The Government contemplates making separate, single awards to multiple vendors for the commercial supplies offered in response to this solicitation. The Government may make awards of IDIQs and/or Direct Contracts (under FAR Part 12), Purchase Orders (under FAR Parts 8 and 13), and Blanket Purchase Agreements under FAR Parts 8 and 13 for the supplies listed in Attachments A through E. This solicitation may be amended to provide additional detailed specifications for each item included on the attachment. All products delivered shall be in accordance with FDA, HHS, CDC regulations and guidelines. Products will be subject to Government testing.
- iii. This solicitation will remain in effect unless replaced by an updated solicitation. There is no closing date for receipt of offers; therefore, offers may be submitted for consideration at any time. FEMA has the right to cancel this solicitation at any time and will post an amendment once it decides to close it.
- iv. An offer may be rejected if an offeror fails to meet timeframes established by the Contracting Officer

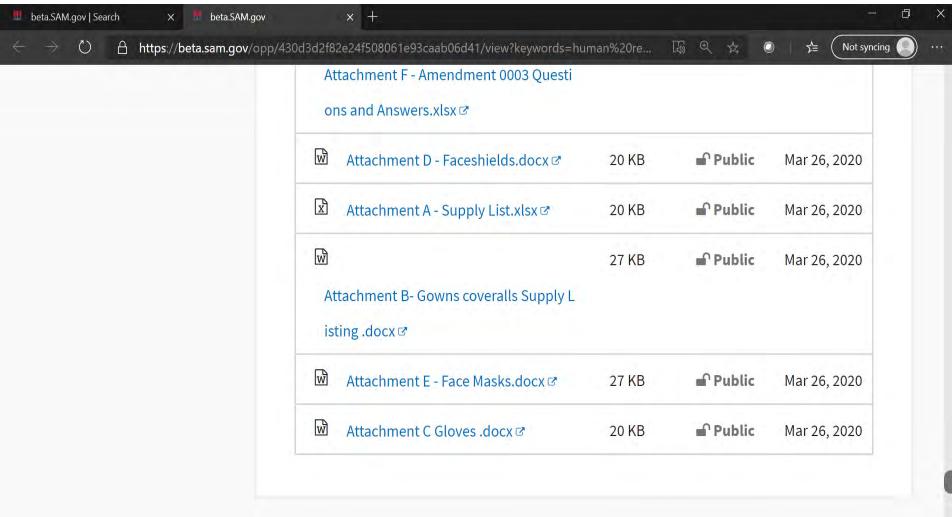


Opportunity #2-FEMA (cont.)



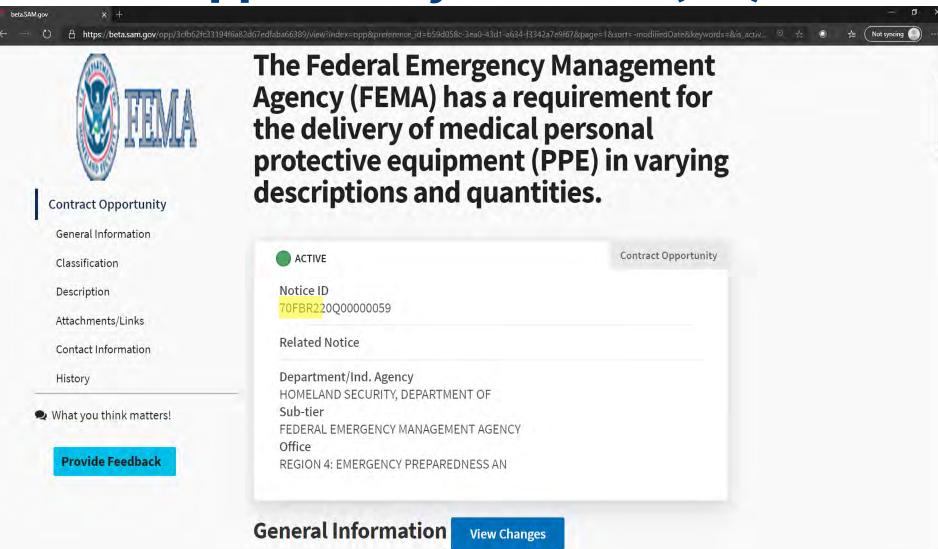


Opportunity #2-FEMA (cont.)

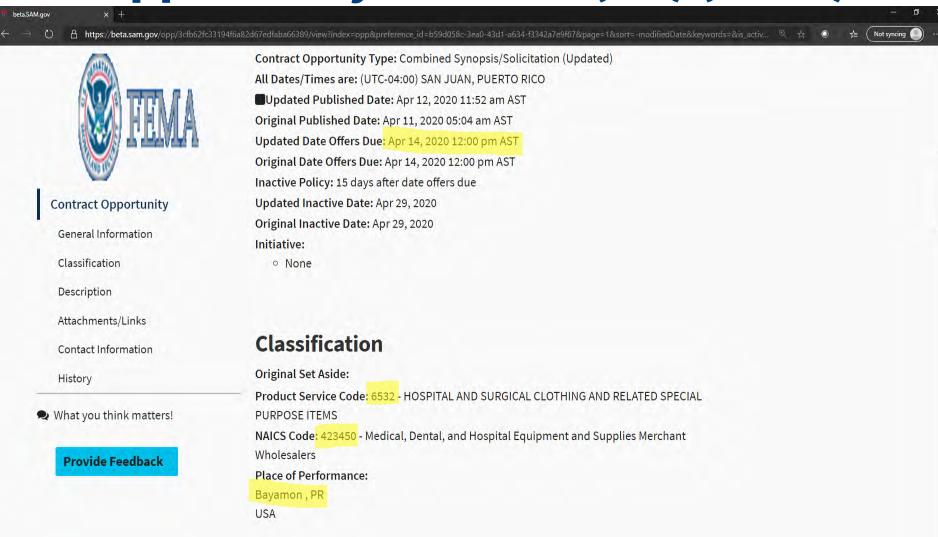




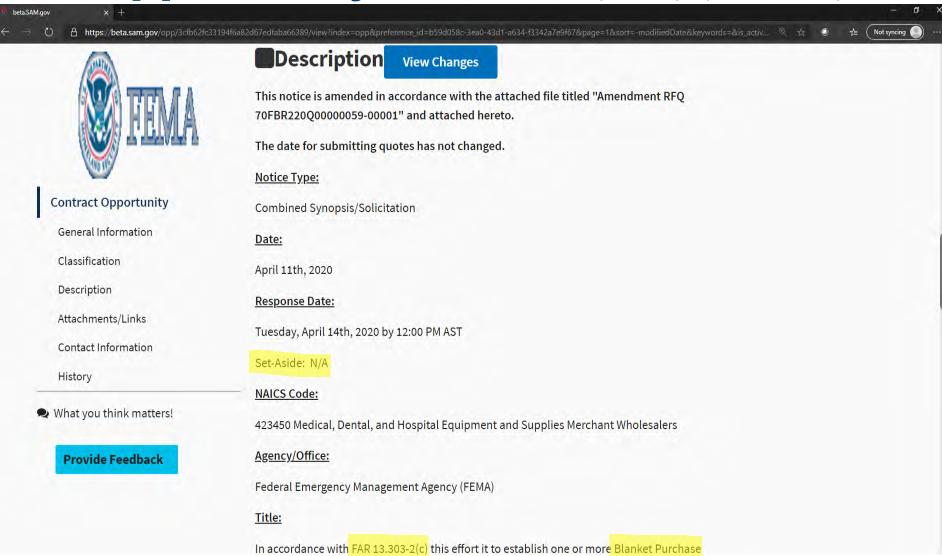
Opportunity #3-FEMA (PR)



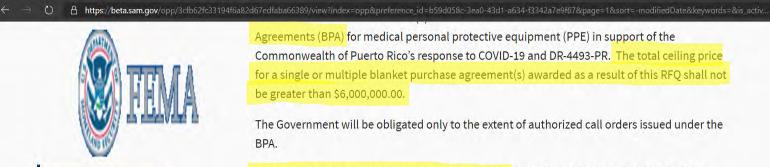












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Contract Opportunity

General Information

Classification

Description

Attachments/Links

Contact Information

History

What you think matters!

Provide Feedback

Agreements (BPA) for medical personal protective equipment (PPE) in support of the Commonwealth of Puerto Rico's response to COVID-19 and DR-4493-PR. The total ceiling price for a single or multiple blanket purchase agreement(s) awarded as a result of this RFQ shall not be greater than \$6,000,000.00.

The Government will be obligated only to the extent of authorized call orders issued under the BPA.

Individual call orders shall not exceed \$900,000.00. A list of individuals authorized to make purchases

under the BPA shall be furnished to the contractor by the Contracting Officer.

Notice:

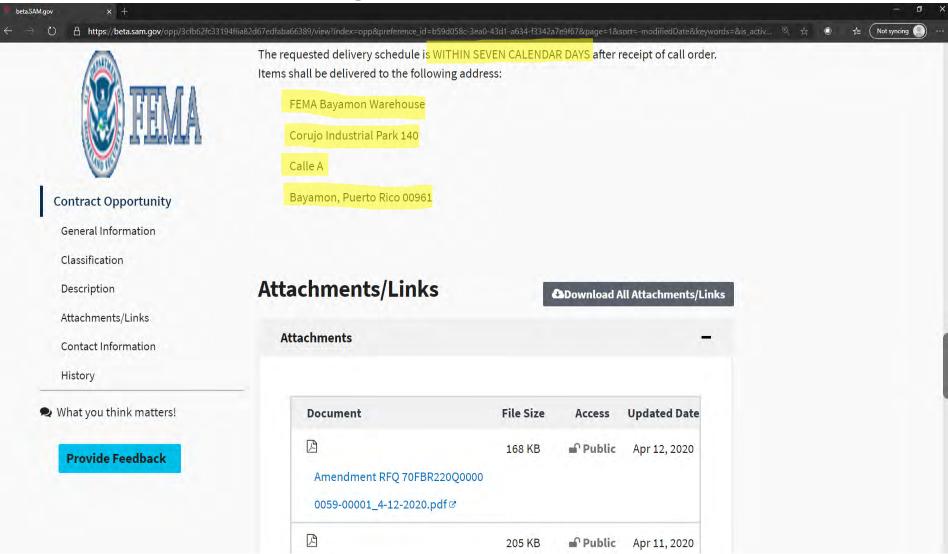
This is a combined synopsis/solicitation for commercial items prepared in accordance with the format in Subpart 12.6, as supplemented with additional information included in this notice. This announcement constitutes the only solicitation; quotes are being requested by the due date above. The associated North American Industrial Classification System (NAICS) code for this procurement is 423450 Medical, Dental, and Hospital Equipment and Supplies Merchant Wholesalers.

Description of Items: The Federal Emergency Management Agency (FEMA) has a requirement for the delivery of medical personal protective equipment (PPE) in varying descriptions and quantities as detailed in Attachment #1 (DR-4493-PR Medical PPE Price List) and Attachment #2 Contractor Medical PPE Verification Responses.

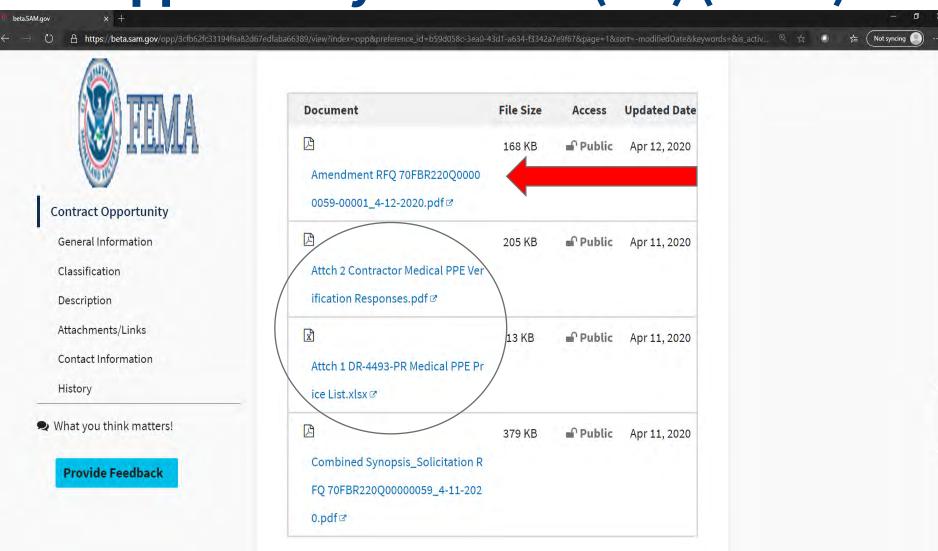
Delivery and Location:

The requested delivery schedule is MITHIN SEVEN CALENDAD DAVS after receipt of call order

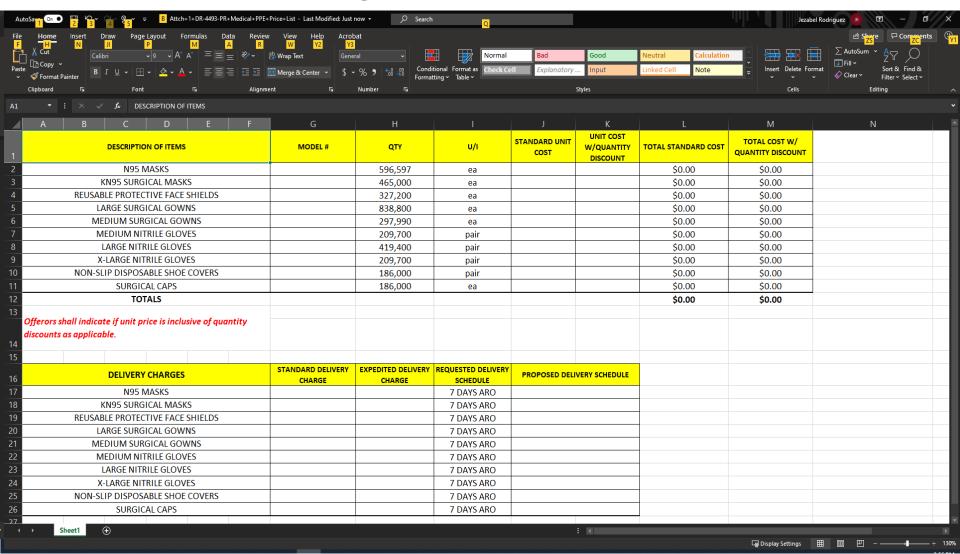




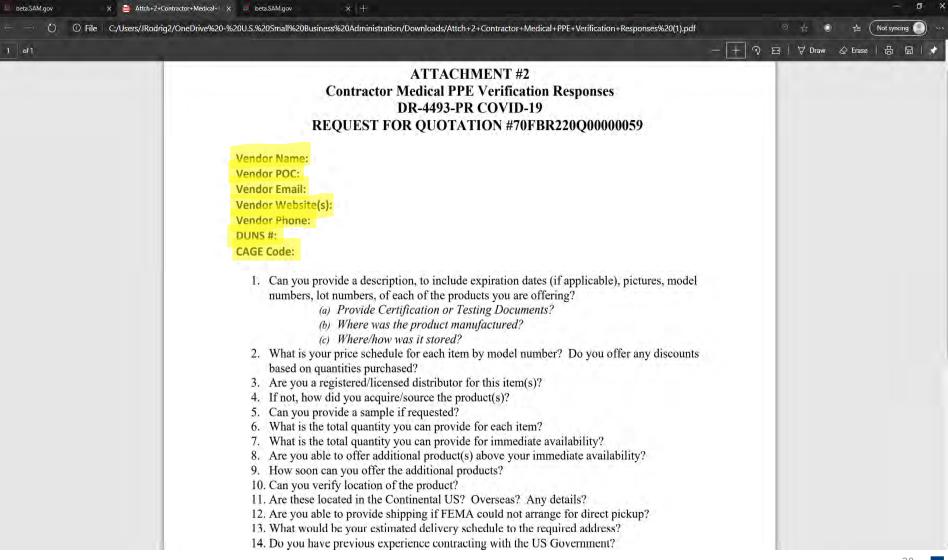




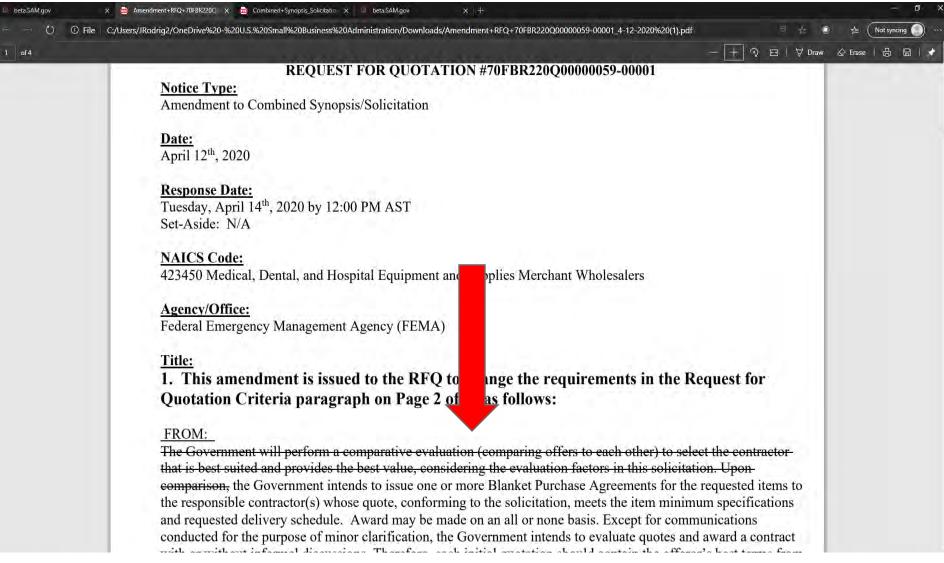




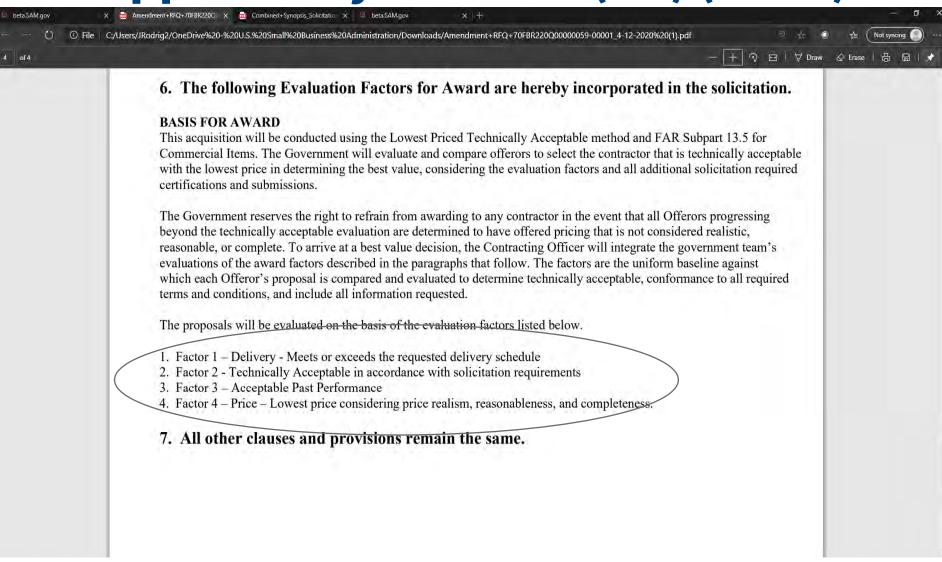






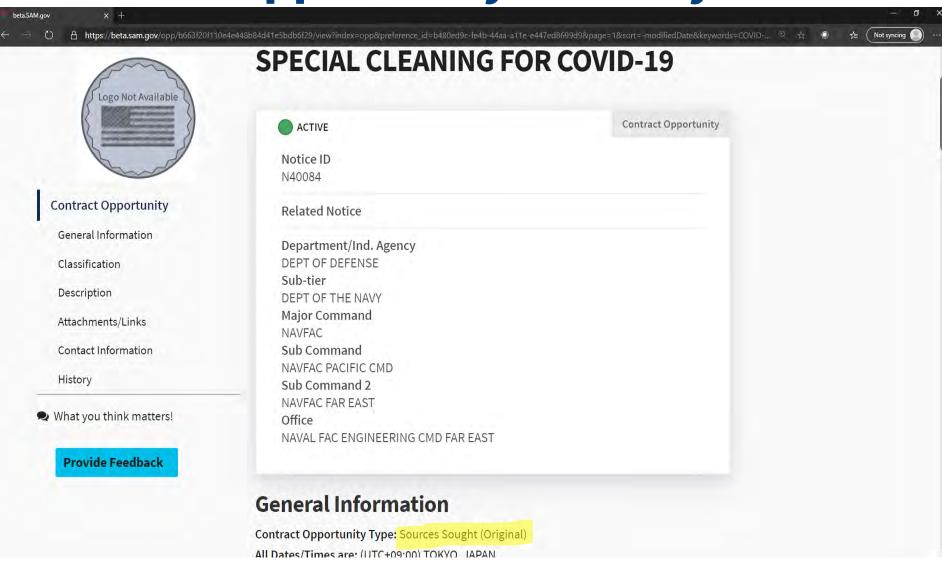




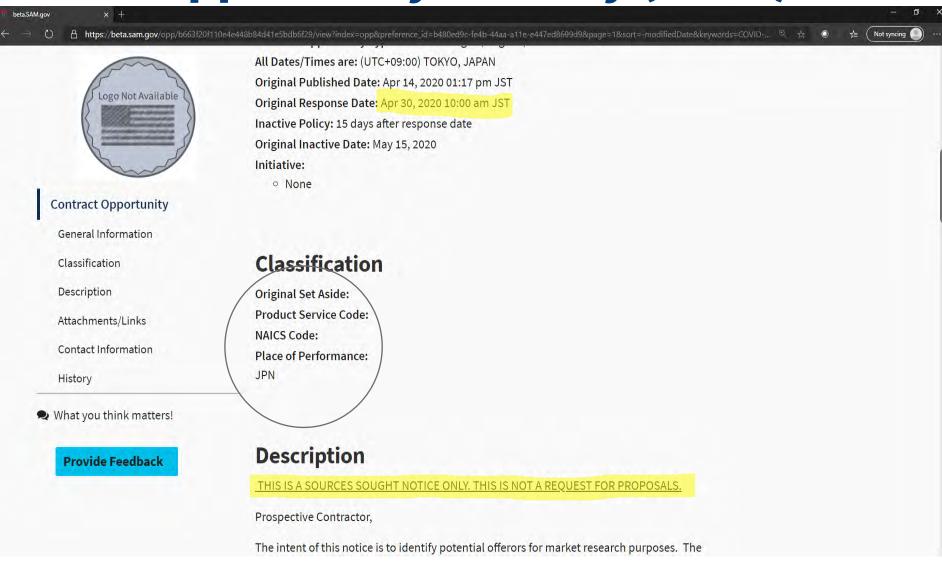




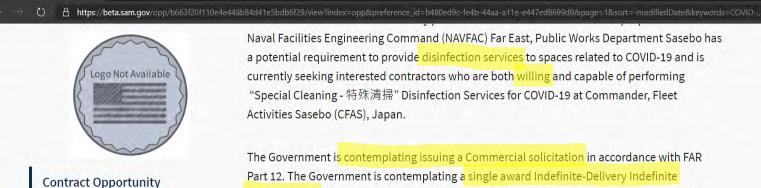
Opportunity #4- Navy











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General Information

Classification

Description

Attachments/Links

Contact Information

History

What you think matters!

Provide Feedback

Naval Facilities Engineering Command (NAVFAC) Far East, Public Works Department Sasebo has a potential requirement to provide disinfection services to spaces related to COVID-19 and is currently seeking interested contractors who are both willing and capable of performing "Special Cleaning - 特殊清掃" Disinfection Services for COVID-19 at Commander, Fleet Activities Sasebo (CFAS), Japan.

The Government is contemplating issuing a Commercial solicitation in accordance with FAR Part 12. The Government is contemplating a single award Indefinite-Delivery Indefinite Quantity (IDIQ) type performance based service contract. The Government may or may not include option periods for services beyond an ordering period of one year. An IDIQ contract comprised of only non-Recurring Work items. Task orders would be issued once a need is identified and would contain the location(s) and area(s) to be disinfected.

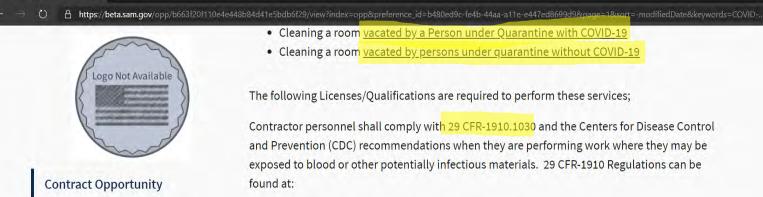
Requirements include cleaning and disinfection of high-touch surfaces (e.g. tables, hardbacked chairs, doorknobs, light switches, remotes, handles, desks, toilets, sinks, etc.), soft/porous surfaces (e.g. carpeted floor, rugs, drapes, etc.), and appropriate personal protective equipment (PPE) such as gloves and face masks.

 Cleaning and disinfection of spaces after persons suspected/confirmed to have COVID-19 have been in the facility.

Cleaning of Facilities Housing Persons Under Quarantine, to include:

Cleaning of rooms of persons under quarantine, during the quarantine period





General Information

Classification

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Description

Attachments/Links

Contact Information

History

What you think matters!

Provide Feedback

- Cleaning a room vacated by a Person under Quarantine with COVID-19
- Cleaning a room vacated by persons under quarantine without COVID-19

The following Licenses/Qualifications are required to perform these services;

Contractor personnel shall comply with 29 CFR-1910.1030 and the Centers for Disease Control and Prevention (CDC) recommendations when they are performing work where they may be exposed to blood or other potentially infectious materials. 29 CFR-1910 Regulations can be found at:

https://www.osha.gov/laws-regs/regulations/standardnumber/1910

The Contractor shall ensure personnel performing work where they may be exposed to blood or other potentially infectious materials are trained on the hazards of the cleaning chemicals used in the workplace in accordance with 29 CFR 1910.1200 OSHA's Hazard Communication standard, 29 CFR 1910.1030 Bloodborne Pathogens, 29 CFR 1910.132 Personal Protective Equipment (PPE), and the proper disposal of bio hazardous waste.

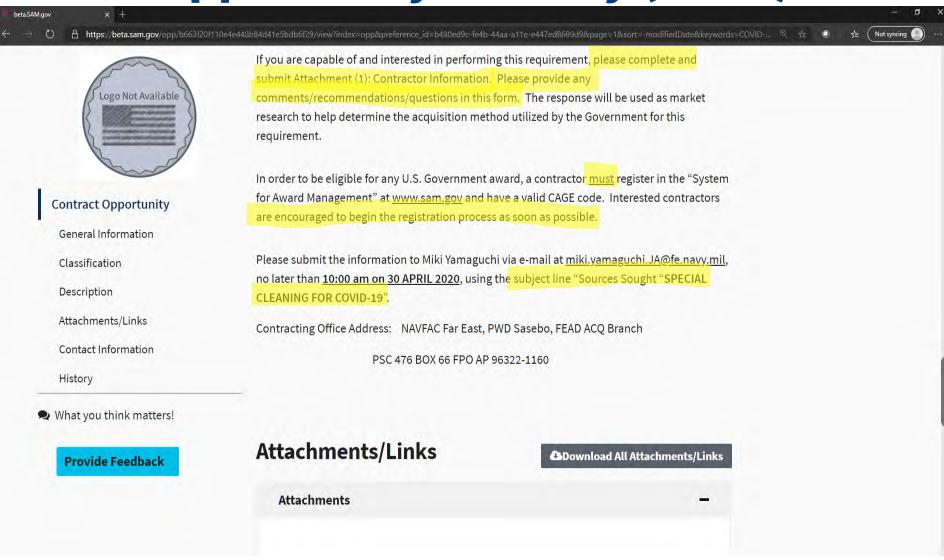
The services must comply with guidelines issued by the Centers for Disease Control and Prevention (CDC). CDC guidance on disinfection can be found at: https://www.cdc.gov/coronavirus/2019-ncov/prepare/cleaning-disinfection.html

Guidelines issued by the Ministry of Health, Labor and Welfare at:

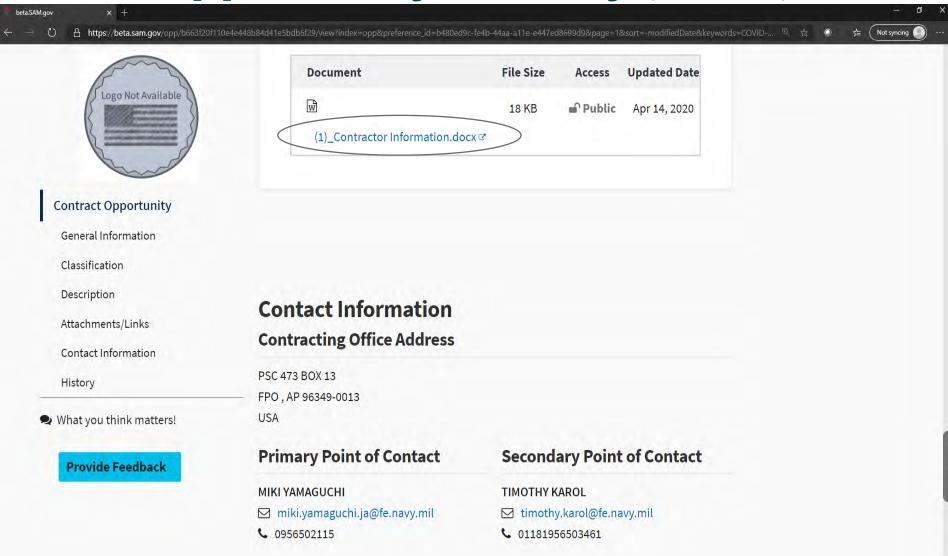
https://www.mhlw.go.jp/content/10900000/000594151.pdf

https://www.mhlw.go.jp/stf/seisakunitsuite/bunya/0000121431_00088.html



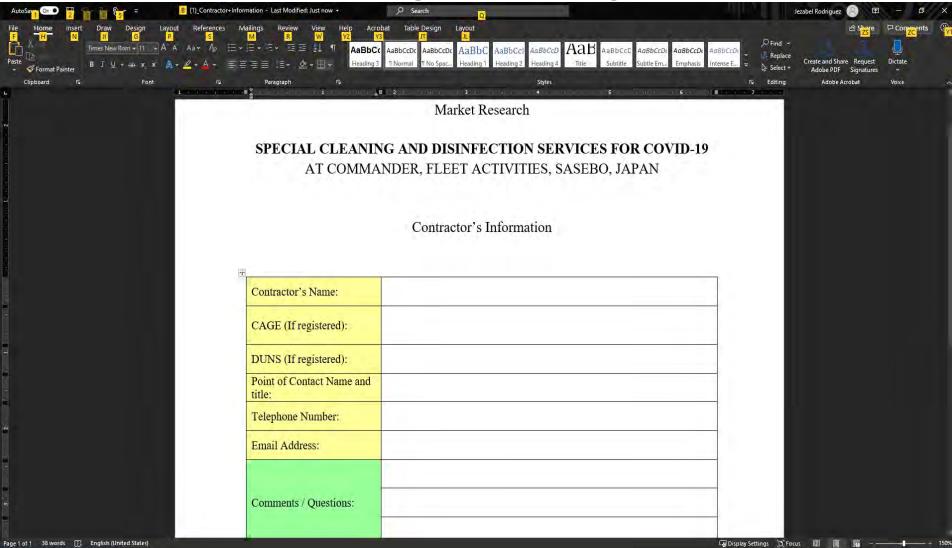






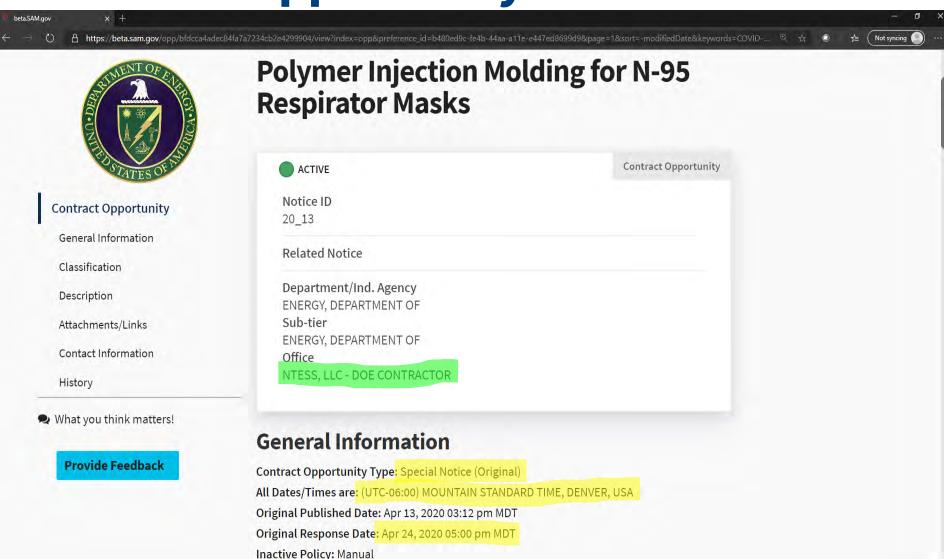


Opportunity #4-Navy (cont.)

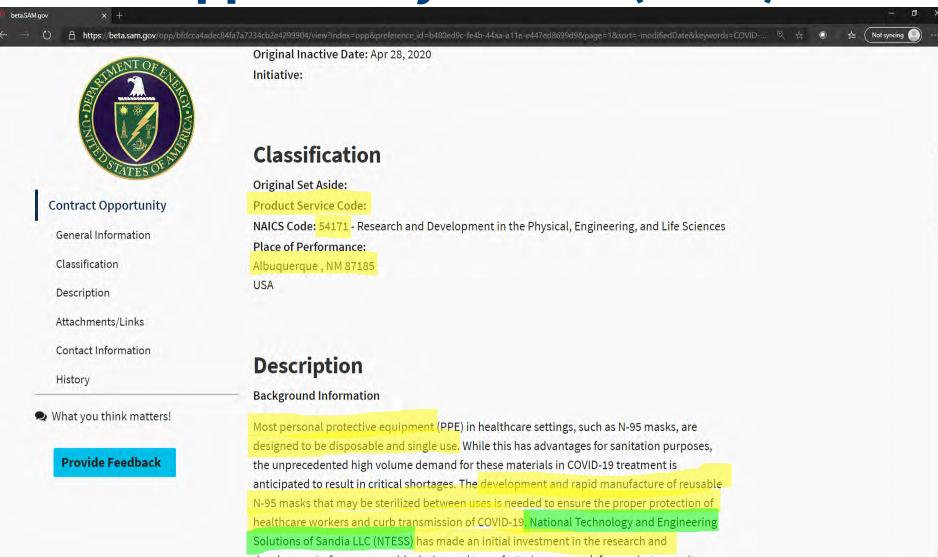




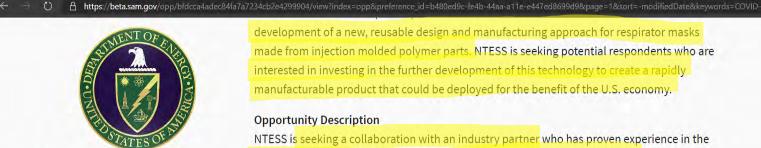
Opportunity #5-DOE











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Contract Opportunity

General Information

Classification

Description

Attachments/Links

Contact Information

History

What you think matters!

Provide Feedback

development of a new, reusable design and manufacturing approach for respirator masks made from injection molded polymer parts. NTESS is seeking potential respondents who are interested in investing in the further development of this technology to create a rapidly manufacturable product that could be deployed for the benefit of the U.S. economy.

Opportunity Description

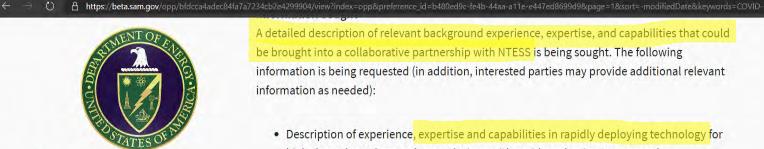
NTESS is seeking a collaboration with an industry partner who has proven experience in the design, development, and manufacturing of polymer injection molded parts to demonstrate the design's proof-of-concept. The objective of this collaboration would be the demonstration of a full scale prototype for proof of concept, with the possibility of taking the product to scale. Participants will work with NTESS on the continued development and testing of polymer injection molded parts and will provide a clear path to commercialization/deployment of the technology through refined product design, optimization for manufacturing, and Quality Assurance. Qualified participants will contribute resources, funds for respirator mask or healthcare personal protective equipment specialists (as needed), and in-kind support in the form of staff and facilities capable of polymer injection molding.

What the Lab Brings to the Collaboration

NTESS brings substantive experience in the design, testing and small-scale manufacturing of engineered solutions for high-consequence applications. Our expertise includes unique test facilities and labs, and a team of exceptional researchers from a range of disciplines including additive manufacturing and bioscience. Our program objectives are based on the know-how that we have developed through many years of research and development in these areas. We will reply primarily on our industry partner(s) for supply chain logistics, procurement of materials, and manufacturing.

Information Sought





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Contract Opportunity

General Information

Classification

Description

Attachments/Links

Contact Information

History

What you think matters!

Provide Feedback

A detailed description of relevant background experience, expertise, and capabilities that could be brought into a collaborative partnership with NTESS is being sought. The following information is being requested (in addition, interested parties may provide additional relevant information as needed):

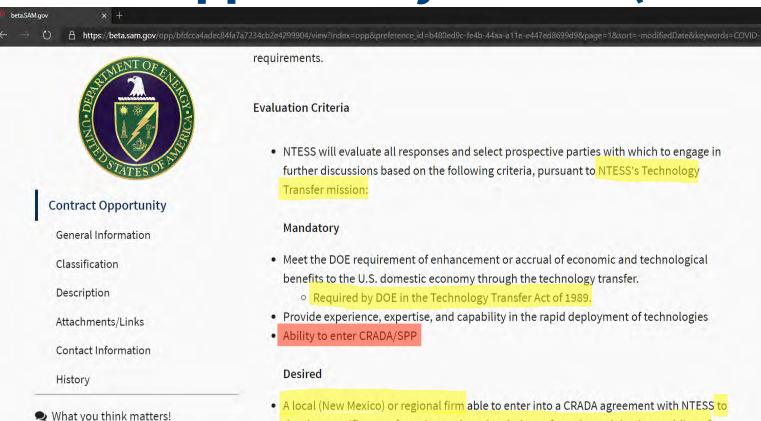
- Description of experience, expertise and capabilities in rapidly deploying technology for high-throughput, large volume solutions with rapid production turnaround.
- Description of the high-quality standard and information on quick turnaround (units over time).
- Description of other relevant experience, expertise, and capabilities.
- Description of past experience partnering with Research and Development organizations such as Federally Funded Research and Development Centers (FFRDC), Universities, National Laboratories, or Government Laboratories to develop and sell products successfully.

Instructions to Respondents

Interested parties that meet the Mandatory Requirements provided below are invited to respond to this opportunity. Any information provided in response to this opportunity will not be returned. Any and all responses are voluntary, and NTESS will not pay for any information submitted in response to this opportunity. Only electronic submissions will be accepted.

Responses should be emailed to mamonso@sandia.gov and should include the opportunity title and submitting organization's name in the subject line. Attachment size should not exceed 5MB and only the following document types will be accepted (.doc, .docx, .pdf). Responses should be submitted electronically no later than 5:00 p.m. MDT on 4/24/2020. Proposals submitted after this date might still be considered if current applicants don't meet the requirements





Provide Feedback

requirements.

Evaluation Criteria

• NTESS will evaluate all responses and select prospective parties with which to engage in further discussions based on the following criteria, pursuant to NTESS's Technology Transfer mission:

Mandatory

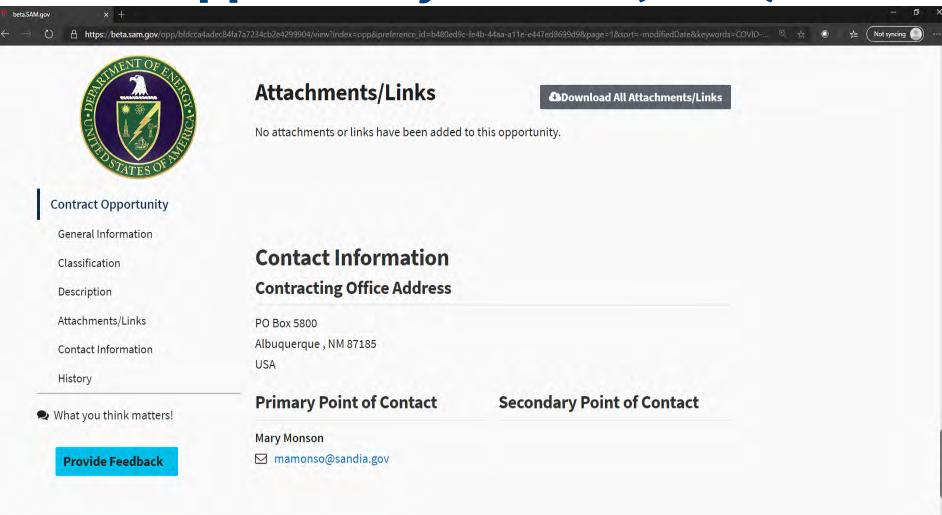
- Meet the DOE requirement of enhancement or accrual of economic and technological benefits to the U.S. domestic economy through the technology transfer.
 - Required by DOE in the Technology Transfer Act of 1989.
- Provide experience, expertise, and capability in the rapid deployment of technologies
- Ability to enter CRADA/SPP

Desired

 A local (New Mexico) or regional firm able to enter into a CRADA agreement with NTESS to develop specific manufacturing tools and techniques for polymer injection molding of respirator face masks.

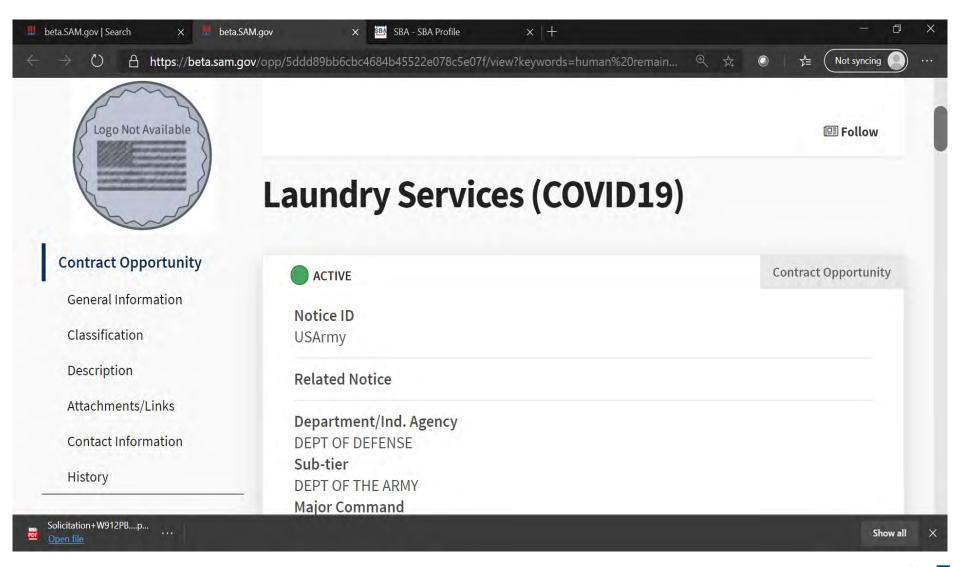
NTESS will consider teaming arrangements where two or more companies may form a team to satisfy the Desired Requirements.



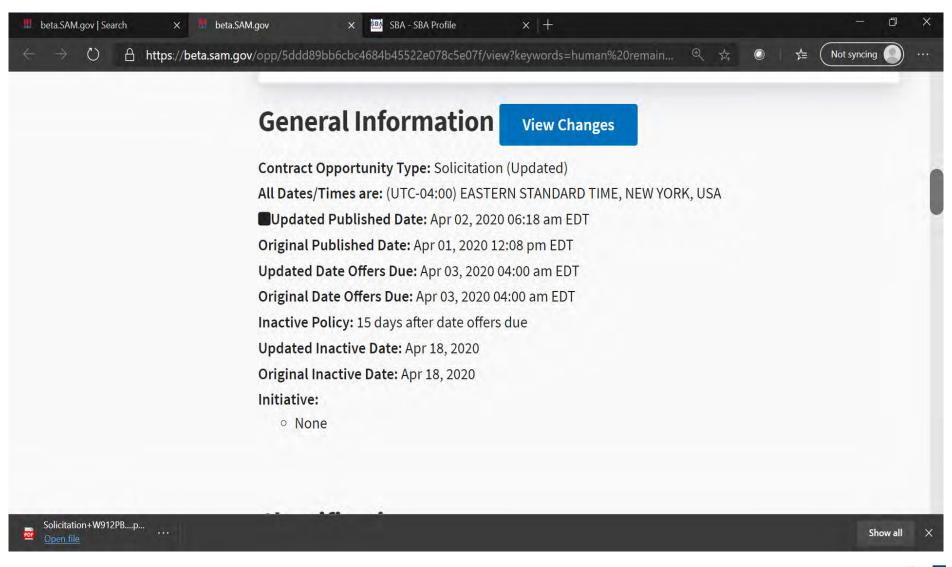




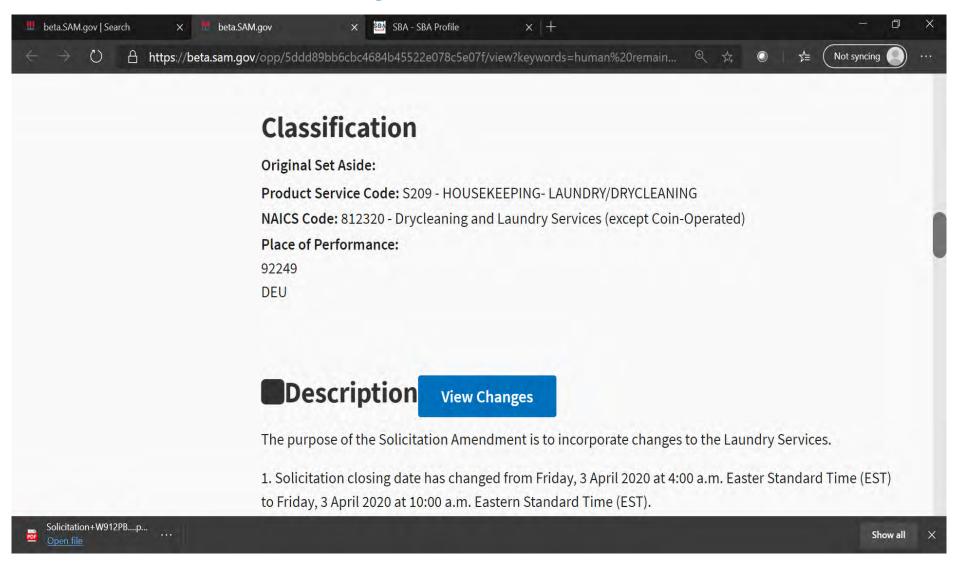
Opportunity #6-US ARMY



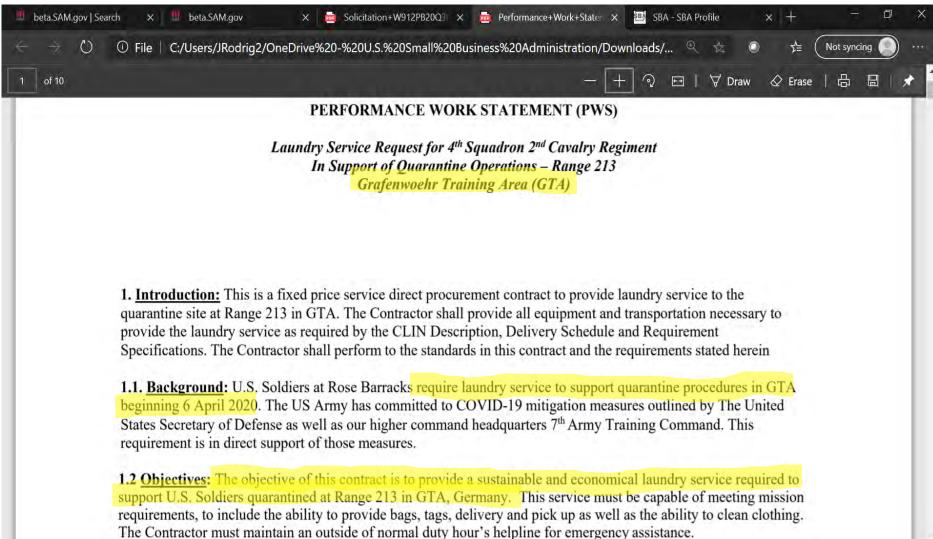




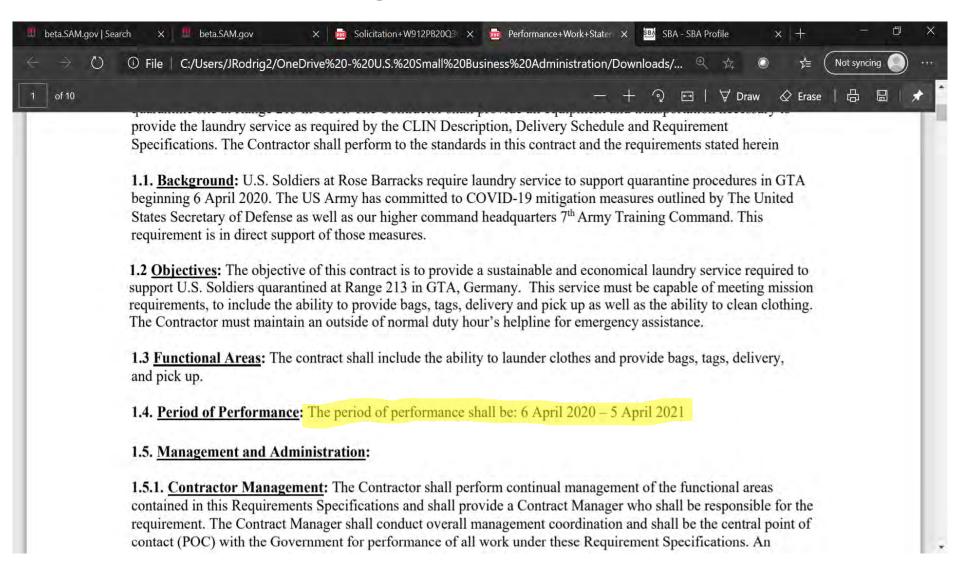






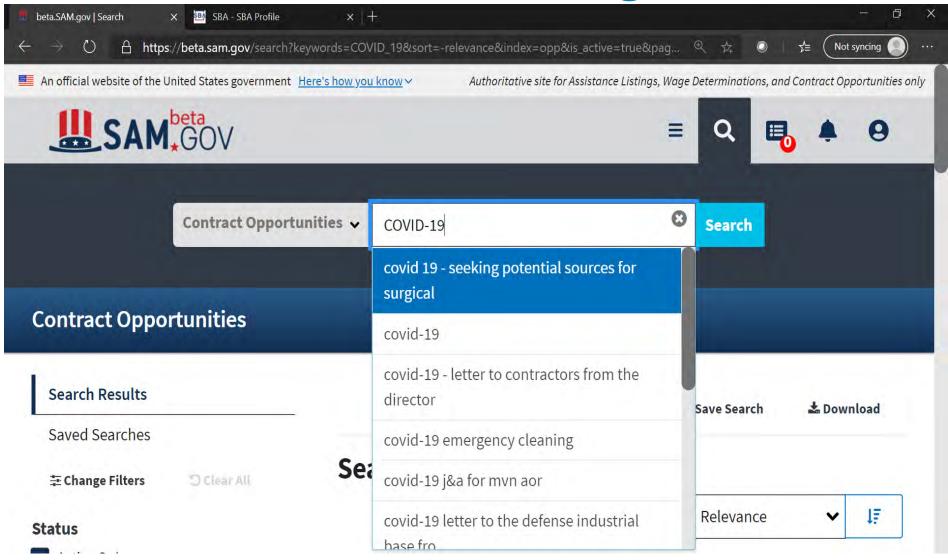




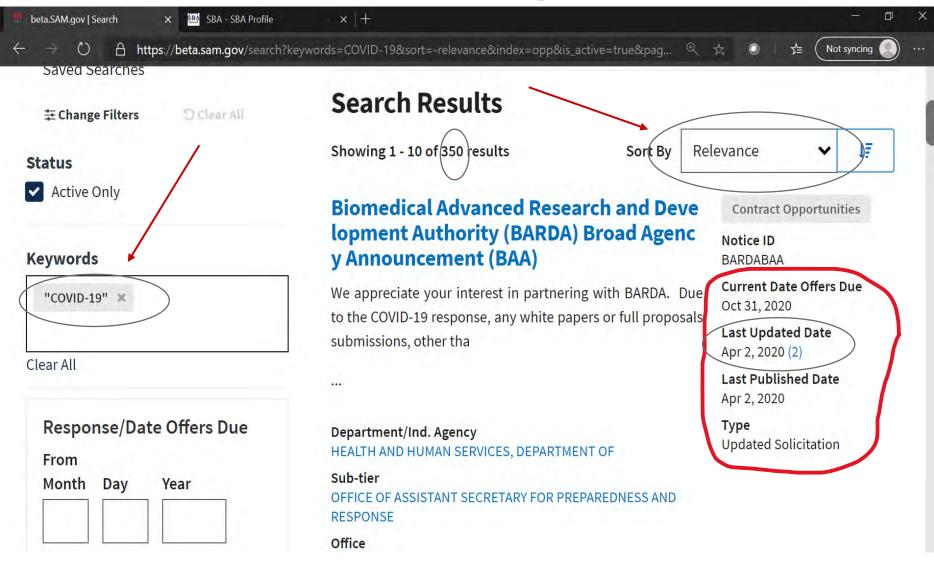




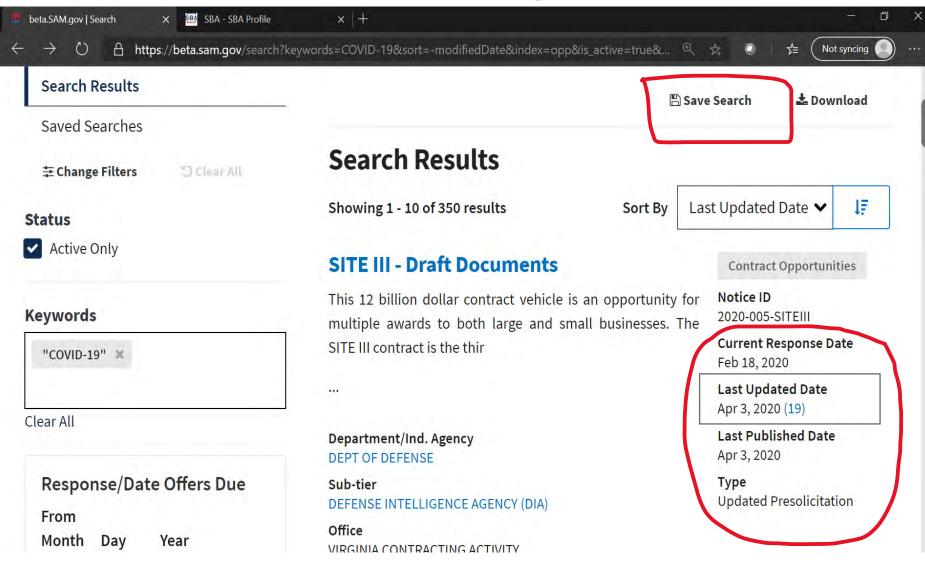
www.beta.sam.gov



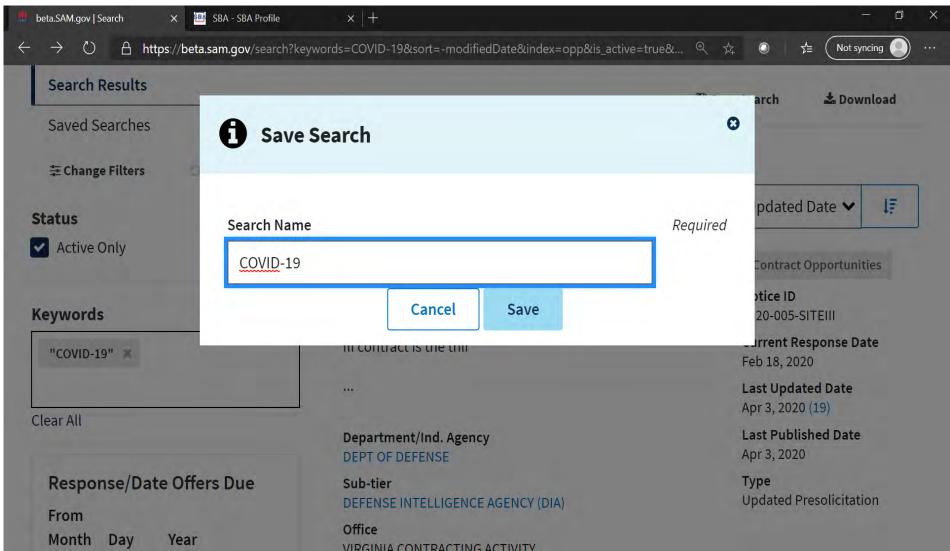




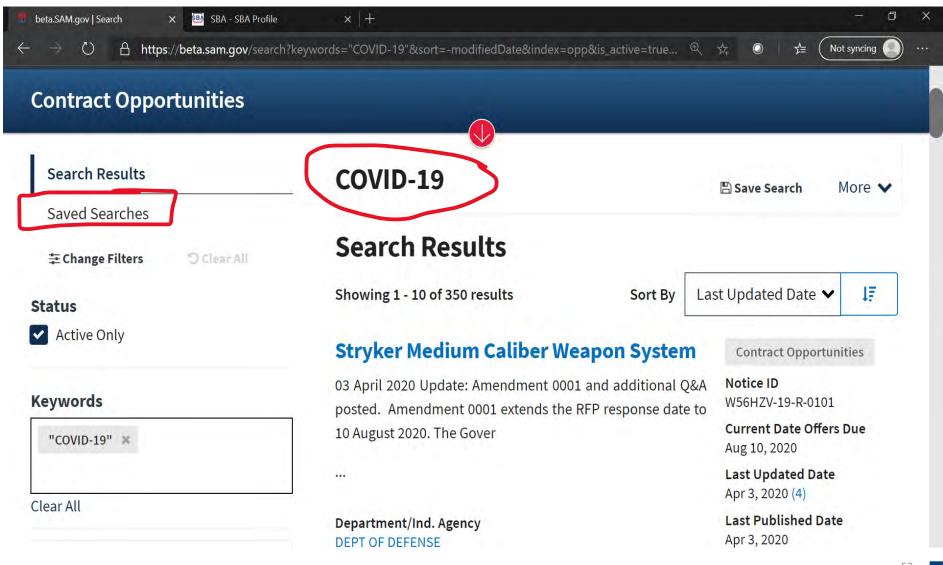




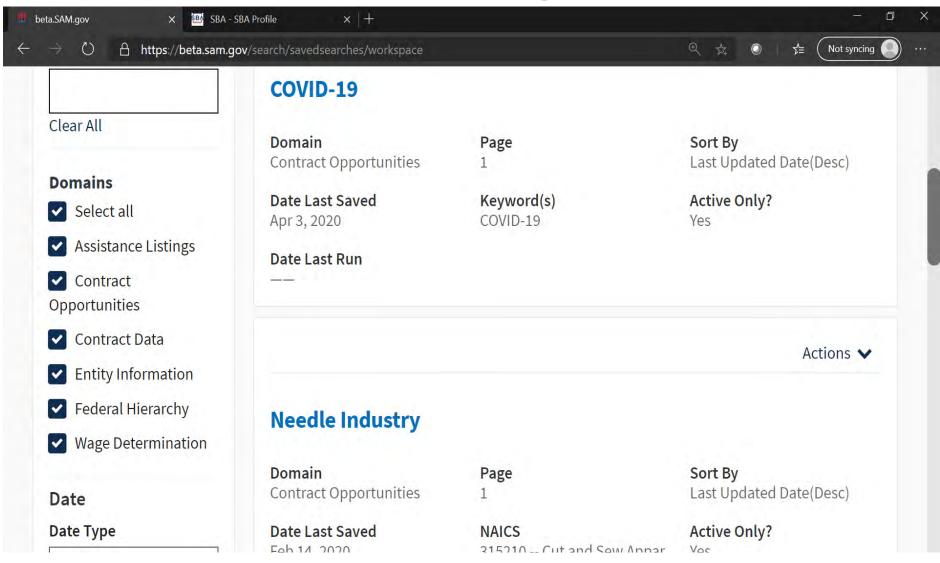














Know the Federal Contract Certifications

Self-Certification and Representation Categories of Size and Socio-Economic Status

- Small Business
- SDB
- WOSB
- EDWOSB
- SDVOSB Self Certified except for VA Contracts *
- VOSB Self Certified except for VA Contracts*
 *www.vetbiz.gov
- SBA's Formal Certification Programs:
 8(a) Business Development
 HUBZone Empowerment Contracting

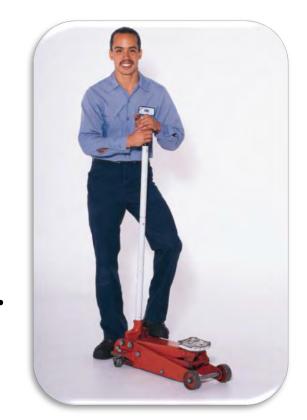


"small business"

Self-Certification

"small business"

- Number of employees over the past year (Manufacture or Wholesalers).*
- Average annual receipts over the past three years.



^{*}Size standards vary by industry.

Small Disadvantage Business (SDB) Self-Certification

Social Disadvantage

Native American / Hispanic / African-American / Asia-Pacific-American

PLUS:

Personal net worth (assets minus liabilities) is less than \$750,000 excluding:

- Primary personal residence
- Ownership in business
- Income reinvested or used to pay taxes of business
- Funds reinvested in IRA or other retirement account*
- Transferred assets within two years if to or on behalf of immediate family member for select purposes**

Adjusted gross income average over three years is \$350,000 or less excluding:

Income reinvested or used to pay taxes of business

^{**} Select purposes are for that individual's education, medical expenses or other essential support or to family member in recognition of special event



^{*} Must be IRA or other official retirement account that is unavailable until retirement age without significant penalty

Service-Disabled Veteran Owned Small Businesses. <u>Self-Certification</u>

A contracting officer can also set-aside acquisitions for Veteran Owned Small Businesses (VOSB) or Service-Disabled Veteran Owned Small Businesses (SDVOSB).

- SDVOSB To participate in this type of set-aside, such businesses must be at least 51% owned and controlled by a service-disabled veteran and the daily management operations of the concern must be controlled by a service-disabled veteran or caregiver. And, they must be a small business. And, they must be a small business.
- VOSB such businesses must be at least 51% owned and controlled by a veteran and the daily management operations of the concern must be controlled by a veteran.

Self Certified except for VA Contracts *

Eligibility – WOSB Program

- ☐ Meet **small business size standard** for primary NAICS code and contract
- □ At least **51% unconditionally and directly owned by women** who are **U.S. citizens***
- ☐ The woman must manage the day-to-day operations
- ☐ The woman must make the long-term decisions for the business
- ☐ A woman must **hold highest officer position**
- ☐ The woman must work at the business full-time during normal working hours
- ☐ No minimum amount of time the business has been operational

• FAR 19.15

^{*}SBA do not consider community property laws when looking at ownership.



Eligibility Requirements for EDWOSBs

Meets the criteria as a WOSB (on previous page) PLUS:

Personal net worth (assets minus liabilities) **is less than \$750,000** excluding:

- Ownership in business and primary personal residence
- Income reinvested or used to pay taxes of business
- Funds reinvested in IRA or other retirement account*
- Transferred assets within two years if to or on behalf of immediate family member for select purposes**

Adjusted gross income average over three years is \$350,000 or less excluding:

Income reinvested or used to pay taxes of business

Fair market value of assets is \$6 million or less excluding:

Funds reinvested in IRA or other official retirement account

<u>Note:</u> SBA will look at a spouse's finances if the spouse has a role in the WOSB/EDWOSB, has lent money to or provided financial support (including credit or guarantee of loan) to the business. SBA may also look at spouse's finances if both spouses are in same or similar line of business and businesses share names, websites, equipment and employees.



^{*} Must be IRA or other official retirement account that is unavailable until retirement age without significant penalty

^{**} Select purposes are for that individual's education, medical expenses or other essential support or to family member in recognition of special event



www.sam.gov

USER NAME PASSWORD

Forgot Password?

Create an Account

Need Help?

LOG IN

HOME

SEARCH RECORDS

DATA ACCESS

GENERAL INFO

HELP

CREATE USER ACCOUNT

Your CCR username will not work in SAM. You will need a new SAM User Account to register or update your entity records. You will also need to create a SAM User Account if you are a government official and need to create Exclusions or search for FOUO information.

Create User Account

REGISTER/UPDATE ENTITY

You can register your Entity (business, individual, or government agency) to do business with the Federal Government. If you are interested in registering or updating your Entity, you must first create a user account.

Register/Update Entity

SEARCH RECORDS

Forgot Username?

All entity records from CCR/FedReg and ORCA and exclusion records from EPLS, active or expired, were moved to SAM. You can search these records and new ones created in SAM. If you are a government user logged in with your SAM user account, you will automatically have access to FOUO information.

Search Records

WHAT IS SAM?

The System for Award Management (SAM) is a Federal Government owned and operated free web site that consolidates the capabilities in CCR/FedReg, ORCA, and EPLS. Future phases of SAM will add the capabilities of other systems used in Federal procurement and awards processes.

NEWS AND ANNOUNCEMENTS

SAM Management Moves to GSA FAS and CIO

Click on General Info and go to the News and Announcements section for the full story.

Can I use my CCR username in SAM? Click HERE to find answers to this and other top questions.

USER GUIDES/HELPFUL HINTS

Additional information, such as a full User Guide, Quick Start Guides, Helpful Hints, and Webinars are available on the HELP tab.

Service Desk

URL: http://www.FSD.gov

FORMER CCR REGISTRANTS

If you had an active record in CCR, you have an active record in SAM. You do not need to do anything in SAM at this time, unless a change in your business circumstances requires updates to your Entity record(s) in order for you to be paid or to receive an award or you need to renew your Entity(s) prior to its expiration. SAM will send notifications to the registered user via email 60, 30, and 15 days prior to expiration of the Entity. To update or renew your Entity records(s) in SAM you will need to create a SAM User Account and link it to your migrated Entity records. You do not need a user account to search for registered entities in SAM by typing the DUNS number or business name into the search box.

Register your company

IBM v1.610.20130129-1039 WWW4





SAM | System for Award Management 1.0

Note to all Users: This is a Federal Government computer system. Use of this system constitutes consent to monitoring at all times.

Find Out If You Qualify for SBA Certifications

8(a) and HUBZone: Programs that Require Formal Certification (preapproval) by SBA

Both programs provide eligibility for Sole source:

- HUBZone Small businesses, owned and controlled by US Citizens, community Development Corps, Indian tribes with its principal office located in areas identified as historically underutilized business zones, and with 35% of employees coming from HUBZones, eligible to receive competitive and 'sole source' awards.
 www.sba.gov/hubzone

Need Funding for Research & Development?



Open the door to early stage capital through Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR).



Learn more and determine if SBIR-STTR is right for you at **SBIR.gov**

SBA Seminars

www.sba.gov/pr

- Government Contracting 101, Part 1: Certifications
- Government Contracting 101, Part 2: Marketing
- Historically Underutilized Business Zone (HUBZone) Certification
- The ABC's on How to Read a Solicitation
- Entrepreneurial Development Workshop
- Veterans Business Development Workshop
- Boots to Business
- Workshop for Women Entrepreneurs
- Small Business Innovation Research (SBIR)



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https://www.prsbtdc.org

- The Puerto Rico SBTDC Network is a partnership program with the SBA, administered by the Inter American University of Puerto Rico.
- Support the development of your business plan and market research.
- Consultants assist clients with business plans, financial projections,
 SBIR/STTR proposals, export plans, among other products.
- Our consulting services are <u>free of charge</u> for entrepreneurs or individuals planning to start a business.

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