



U.S. Small Business
Administration



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Administration

Subcontracting Tools

First Wednesday Virtual Learning Series 2018

Hosts

Christopher Eischen, Procurement Center Representative
SBA Office of Government Contracting, Area IV, Kansas City, MO

Deborah Crumity, Procurement Center Representative
SBA Office of Government Contracting, Area IV, Rock Island
Arsenal

Welcome to “SBA Virtual Learning 2018”

1. Questions answered during the final 10 minutes.
2. Technical problems: Contact the moderator with a note or call AT&T Support Desk at 1-888-796-6118.
3. Page numbers stated for those working off hard copies of the program.
4. We cover the “SBA Quick Reference” as time allows.
5. For more SBA training visit the SBA Learning Center website <https://www.sba.gov/tools/sba-learning-center/search/training>

Association of Procurement Technical Assistance Centers (APTAC)

Procurement Technical Assistance Centers are a vital resource partner.

- APTAC posts past “First Wednesday” programming at this link:
<http://www.aptac-us.org/for-contracting-officers-sba-webinar-library/>
- Contracting officer resources: “How PTACs partner with federal agencies”:
<http://www.aptac-us.org/federal-partners/>
- Find your nearest Procurement Technical Assistance Center at
<http://www.aptac-us.org>



1st WEDNESDAY VIRTUAL LEARNING SERIES 2018 SCHEDULE 1:00 to 2:00 Central Time

FY 2018	Date	Topic
1	October 4, 2017	Non-Manufacturer Rule
2	November 1, 2017	About SBA
3	December 6, 2017	SBA Programs You May Not Know About Natural Resources Assistance/Disaster Assistance
4	January 10, 2018	Historically Underutilized Business Zones
5	February 7, 2018	Certificate of Competency Program
6	March 7, 2018	Woman Owned Small Business (WOSB) Program
7	April 4, 2018	Size and Affiliation
8	May 2, 2018	Subcontracting Tools
9	June 6, 2018	SDVOSB
10	July 11, 2018	SBA Legislative Update
11	August 1, 2018	Mentor/ Protégé Program

The program schedule above is for information only and is subject to change.



One Continuous Learning Point

- Self-service: Using the PowerPoint that was sent with your invitation for this training event, fill in your name on the certificate slide and save. Download the certificate and print for your records. You submit your request for training credit IAW your agency policy, i.e. FAITAS.
- Phoning in only: If you listen in groups and you want all attendees to be included on the future mailing list, send email addresses of participants in an excel document to sbalearning@sba.gov.

Today's Speaker

Angela Terry

Office of Government Contracting

U.S. Small Business Administration

(202) 205-9455

angela.terry@sba.gov

SubNet

TEST SubNet [Skip Navigation](#) > [Accessibility Options](#) > [Exit](#) [Help](#)
[Advanced Search](#) [SubNet Home](#) [Post-Modify Solicitations](#) [Disclaimers](#) [Resources](#)

Welcome Subnet bus3

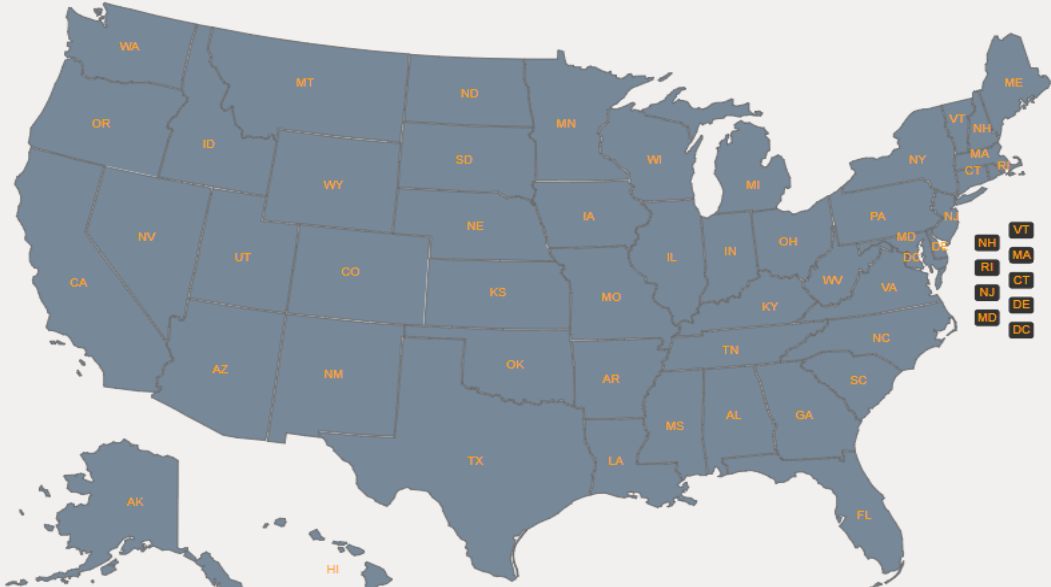
Welcome to the U.S. Small Business Administration Subcontracting Network(SubNet)

SubNet: A place where prime contractors post "solicitation" or "notice of sources sought" (NSS)
for small business subcontracting opportunities.

Solicitations/NSS Directory Business Directory Events Directory

To search for solicitations in a particular state, click on a state on the map or select a state from the states drop-down.
To search for solicitations in a particular territory, select a territory from the territories drop-down. To search in multiple states you can use the [Advanced Search](#) option.

Select a State * Select a Territory *



[> FirstGov](#) > [E-Gov](#) > [Regulations.gov](#) > [White House](#)
* Privacy & Security * Information Quality * FOIA * No Fear Act * ADA

Session timeout in 59 minutes.

What We Will Discuss

- What's SubNet?
- What's SubNet's Mission?
- What's SubNet's Purpose?
- SubNet's Benefits for Those Seeking Small Business (SB) Subcontractors
 - How Does A Business Post in SubNet?
 - What's Coming Next in SubNet?
- SubNet's Benefits for Those Seeking SB Subcontracting Opportunities
- How Does A Business Search for Opportunities in SubNet?
 - Assistance With SubNet
 - Pictures of the SubNet System

What is SubNet?

SubNet is the Small Business Administration's (SBA) Subcontracting Network System for all federal government subcontracting opportunities

What is SubNet's Mission?

SubNet's mission is to bridge the gap between businesses seeking SB subcontractors and SB seeking subcontracting opportunities.

What is SubNet's Purpose?

SubNet's purpose is to be the centralized system that SBs utilize to identify federal government subcontracting opportunities.

SubNet's Benefits For Those Seeking SB Subcontractors

- One Stop Shop to advertise
 - SB events
 - SB Subcontracting Opportunities (Solicitations and Notices of Sources Sought [NSS])
- Widens visibility
- Allows one account to be used by multiple users
- Allows one account to be used by multiple DUNS# in the organization
- Meets the government's "Good Faith Effort" requirement
- Archives posting for easy access to re-create

SubNet's Benefits For Those Seeking SB Subcontractors

New Tools

- See a listing of all SB opportunities posted by your firm under an account
- Spell check
- Ability to upload documents
- Ability to duplicate and edit solicitations
- Post solicitations by Metro area
- Allows you to add an URL link to other websites and systems

How Does a Business Post in SubNet?

- Register a Business Account (not an individual user) in SBA's General Login System (GLS) to gain access
- Enter your business information to include the SB Point of Contact in SubNet
- Click the “post Sol/NSS” or event” tab
- Complete the form and post
- To make changes go to the “All Sol/NSS or Event” tab and click “Edit”
 - To remove the post from public view simply change the “Closing Date” to the removal date

What's Coming Next In Sub-Net?

- Sub-Net's Next Release
 - Ability to post events: March 30
- The enhancements below are for federal government prime contractors and government personnel. This will not be displayed to the public: September 30, 2018
 - Collects Administrator of the Subcontracting Program information and subcontracting training participation
 - View Compliance/Follow-Up Review date
 - Upload Compliance/Follow-Up Review documents
 - Upload Compliance/Follow-Up Review rating
 - Upload Corrective Action Plan

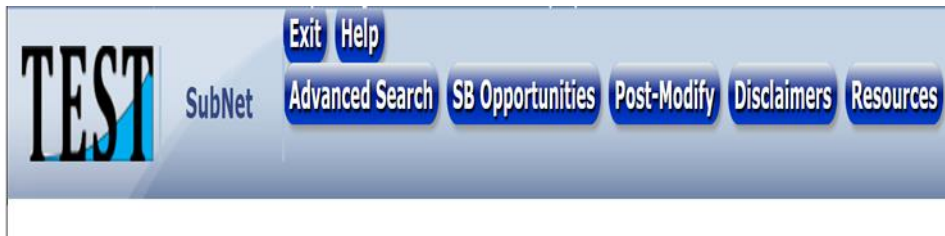
SubNet's Benefits For Those Seeking SB Subcontracting Opportunities

- Sub-Net has new features:
 - View Small Business Events/Sol/NSS (events will be available March 31, 2018)
 - No registration is required to search for opportunities
 - Easy to use map search
 - Easy to use advanced search
 - Business Directory (for SB looking for businesses)
 - Ability to print and download search results
 - Identify the business SB POC
 - Resource page with links to additional subcontracting opportunities

How Does a Small Business Search for Opportunities in SubNet?

- Map Search
 - Click on the Opportunity Search Type “Radio Button”
 - Click on the State or Territory that represents the subcontract place of performance using the “Map or Drop Down Menu”
 - Search results will appear
- Advanced Search
 - Click on the Opportunity Search Type “Radio Button”
 - Enter the requested data in the Advanced Search Option Fields
 - Click “Submit” and search results will appear

Assistance With How to Use SubNet



- Click on the “Help” Button from SubNet’s Homepage
- A list of training videos and a detailed User Manual will be displayed
- Both the training videos and the User Manual provide detailed step-by-step instructions on how to use the SubNet system
- For technical issues ONLY: Contact GLS@SBA.GOV

Sub-Net's Sol/NSS Posting Details

The purpose of Subnet is to post/identify subcontracting opportunities (solicitations/NSS/events). Marketing material posted will be removed by SBA and will result in account closure.

Business Information All Solicitations/NSS All Events Solicitations/NSS Details



Business Name: Sanyal Technologies

Type of Business Being Solicited

Economically Disadvantaged Women Owned Small Business program, SBA Certified HUBZone Small Business (HUBZone), Veteran-Owned Small Business (VOSB), Service-Disabled Veteran-Owned Small Business (SDVOSB)

NAICS Code

112112 Cattle Feedlots

Additional NAICS Code

- 111422 Floriculture Production

Brief Solicitation Description

Brief Testing

Files Attached:

[/Doc1.docx](#)

Delete

Solicitation POC

First Name: Andy
Last Name: Sanyal
Phone: 454-154-1565
Ext:
Fax:
Email:

Solicitation: SOL-MondayDecFourth

Place of Performance

IL:Chicago

Performance Start Date

12/26/2017

Solicitation Closing Date

12/30/2017 - 9:00 AM
Time Zone: CDT

Is this Solicitation inappropriate? (Click here if this posting contains inappropriate or potentially offensive content. If checked, the Solicitation will be reviewed and removed if necessary)

Sub-Net Solicitation Search Results

Skip Navigation Accessibility Options
 Reports Exit Help
 SUB-Net Advanced Search SUB-Net Home Administration Disclaimers Resources

Welcome Subnet Admin - SUB-Net (Version 1.0)

Solicitation Search Result

Solicitation (SOL) / Event (EVT) Number	Business Name	Place of Performance	Performance Start Date	NAICS Code	Additional NAICS Code	Type of Business Solicited	Closing Date	Solicitation (SOL) / Event (EVT) Description	Sol POC	POC Phone	POC Email
July21Test	SUMMIT HOTEL PROPERTIES, LLC	AZ : Phoenix	07/21/2016	334418 Printed Circuit Assembly (Electronic Assembly) Manufacturing	N/A	(SDB) Self-certified Small Disadvantaged Business,SBA-certified 8(a) Program Participant	07/28/2018	Testing subnet on July 21- Edited to change state and metro area to Alabama, Auburn - This is a duplicate	James White	N/A	N/A
August30B	SUMMIT HOTEL PROPERTIES, LLC	AZ : Flagstaff	08/30/2016	111333 Strawberry Farming	N/A	SBA-certified 8(a) Program Participant,(WOSB) Women Owned Small Business	08/31/2017	dddd	dd dd	N/A	tes@sba.gov
July29Sol1	SUMMIT HOTEL PROPERTIES, LLC	AZ : Phoenix	07/28/2016	112340 Poultry Hatcheries	112340 Poultry Hatcheries	Economically Disadvantaged Women Owned Small Business,Economically Disadvantaged Women Owned Small Business	07/30/2017	New sol to test duplication - edited - duplicate to test secondary NAICS	smith white	N/A	tes@sba.com
July29Sol1	SUMMIT HOTEL PROPERTIES, LLC	AZ : Phoenix	07/28/2016	221111 Hydroelectric Power Generation	112340 Poultry Hatcheries	Economically Disadvantaged Women Owned Small Business,Economically Disadvantaged Women Owned Small Business	07/30/2017	New sol to test duplication - edited - duplicate to test secondary NAICS	smith white	N/A	tes@sba.com
Feb-27-2017-A	RISK CONSULTANTS, INCORPORATED	AZ :	02/26/2017	111110 Soybean Farming	N/A	(SDB) Self-certified Small Disadvantaged Business	05/31/2017	Testing flagging	Tesfa Bocraye	222-222-2222	N/A
SOL-Mar-22-2017	RISK CONSULTANTS, INCORPORATED	AZ :	03/08/2017	111110 Soybean Farming	N/A	(WOSB) Women Owned Small Business Program	03/31/2017	test	dd dd	222-222-2222	N/A
EVT-Mar-22-2017	RISK CONSULTANTS, INCORPORATED	AZ :	03/01/2017	111110 Soybean Farming	N/A	SBA-certified 8(a) Program Participant	03/29/2017	Test	Tes Tes	222-222-2222	N/A

[Back](#)

Resources For Understanding SBA's Subcontracting Policy and Systems

- Procurement Center Representative (PCR) for Prime contract and pre-award subcontracting questions
- Commercial Market Representative (CMR) for post award subcontract questions
- SBA Area Offices States/Territories
 - Area I (CT, MA, ME, NH, NJ, NY, RI, VT, Puerto Rico, Virgin Islands)
 - Area II (DC, DE, MD, PA, VA, WV)
 - Area III (AL, FL, GA, KY, MS, NC, SC, TN)
 - Area IV (IA, IL, IN, KS, MI, MN, MO, NE, OH, WI)
 - Area V (AR, CO, LA, MT, ND, NM, OK, SD, TX, UT, WY)
 - Area VI (AK, AZ, CA, HI, ID, NV, OR, WA, Guam)
- Find your SBA Area Office contact information at www.sba.gov

Upcoming Subcontracting Tools

- Subcontracting Program Welcome Letter
 - Prime
 - Subcontractors
- Subcontract Compliance Guide
- Subcontract Regulations Guide
- Subcontract Orientation, Assistance, and Review (SOAR) Training
- Commercial Market Representative (CMR) Desk Guide

Questions



“SBA Quick Reference”

Summary of CFR Regulations

SBA Size Regulations	13 CFR Part 121
HUBZone Regulations	13 CFR 126.616
SBA Certificate of Competency	13 CFR 125.5
Service-Disabled Veteran	13 CFR 125.15(b)
8(a) and SDB Regulations	13 CFR 124.513
Small Disadvantaged Business	13 CFR 124.1002(f)
WOSB Program	13 CFR 127
SBA Prime Contracting	13 CFR 125.2
SBA Subcontracting	13 CFR 125.3

Types of SBA Contacts and Offices

- A. SBA Government Contracting Area Offices
 - 1. SBA Procurement Center Representatives (PCRs)
 - 2. SBA Commercial Market Representatives (CMRs)

- B. SBA District Offices
 - 1. Business Opportunity Specialists (BOS)

- C. SBA Regional Offices

- D. SBA Headquarters

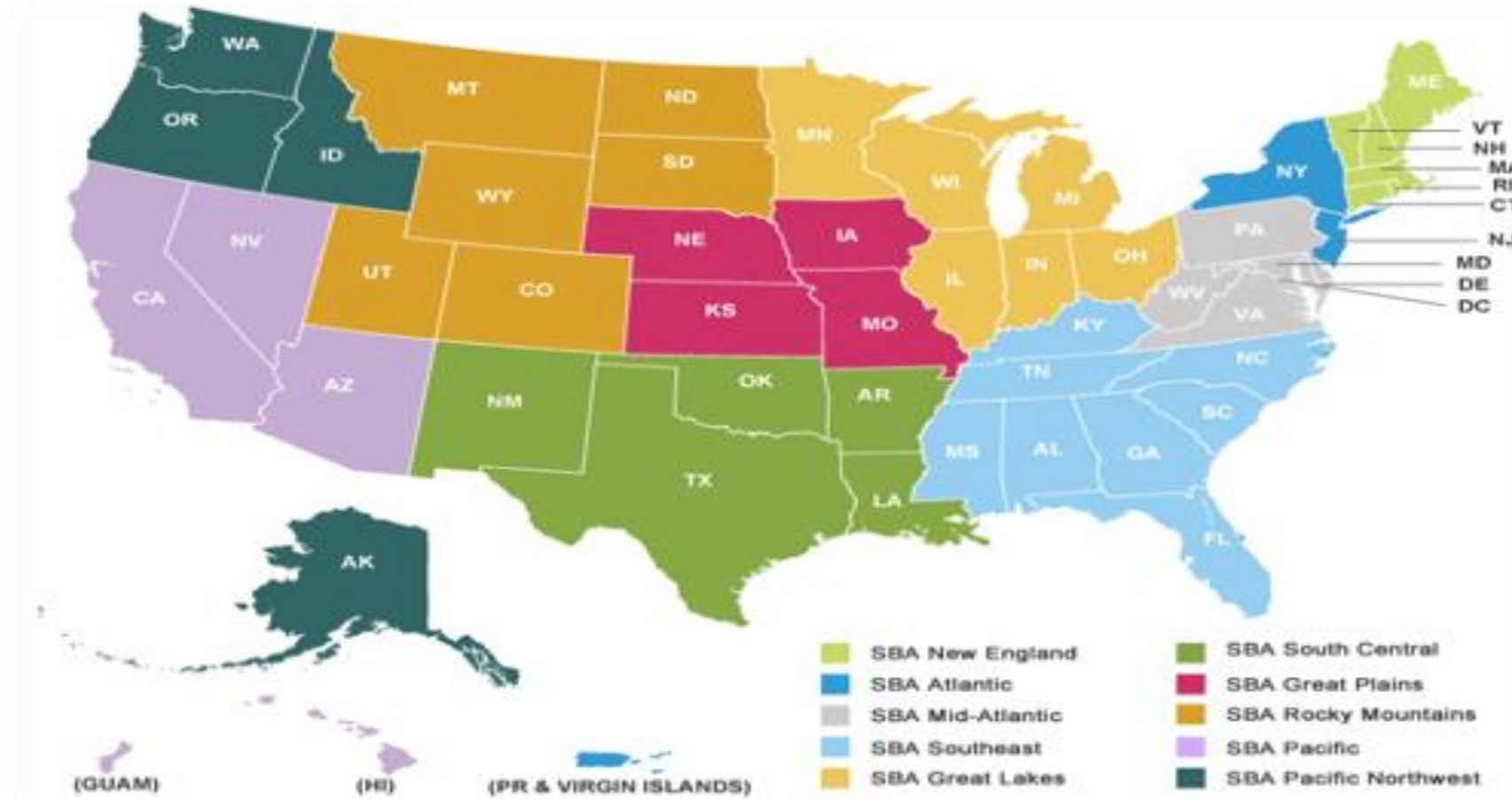
Six SBA Government Contracting Areas

SBA Government Contracting Areas at hyperlink: <https://www.sba.gov/content/pcr-directory>



Area 1 | Area 2 | Area 3 | Area 4 | Area 5 | Area 6
 Area Directors

SBA Quick Reference – SBA Regional and District Offices



Link to district offices at: <http://www.sba.gov/about-offices-list/3>

SBA Quick Reference - SBA District Offices, cont.

To locate SBA 8(a) business development servicing office, check Dynamic Small Business Search at the link: http://dsbs.sba.gov/dsbs/search/dsp_dsbs.cfm and then local resources at the link <http://www.sba.gov/tools/local-assistance/districtoffices>.

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Legal Structure:
Ownership and Self-Certifications: Tribally Owned Firm

Organization, Ownership & Certifications

Current Principals

1. Sharon Frenchman, Secretary
2. Winnebago Tribe of Nebraska, Owner

"Business Development Servicing Office" (for certifications)

NEBRASKA DISTRICT OFFICE (SBA office code 0766)

SBA Quick Reference - SBA Headquarters

- | | |
|----------------------------------|---|
| 1. HUBZone status protests | FAR 19.306
13 CFR 126.801 |
| 2. NAICS code appeal | FAR 19.30 3
13 CFR 121.1103 |
| 3. Non-manufacturer rule waivers | FAR 19.102(f)(1)-(7)
13 CFR 121.1204 |
| 4. SDVOSB status protest | FAR 19.307
13 CFR 125.23 |
| 5. WOSB Program status protest | FAR 19.308
13 CFR 1275.600 |

How to Locate a Procurement Center Representative



Find your PCR at <https://www.sba.gov/content/pcr-directory>