Small Business Administration (SBA) Subcontracting Program

Angela Terry
SBA’s Subcontracting Program Manager
Angela.Terry@sba.gov
What’s New

- Sub-Net has new features:
  - Event Directory
  - Solicitation Directory
  - Other Than Small Business Directory
  - Map Search
  - Advance Search
  - Ability to upload documents
  - Collect SB POC and Subcontracting Program Administrator Contact Information
  - Captures Subcontracting Training
What’s New

- Subcontracting Website features:
  - Policy
  - Resources OTSB,SB and FGP
  - Training Schedules
  - Subcontracting Welcome Letters
  - Did You Know
What’s New for Other Than Small Businesses (OTSB)

Subcontracting

What is the Small Business Subcontracting Program?
The Small Business Administration’s (SBA) Small Business (SB) Subcontracting Program focuses on increasing subcontracting opportunities for SB through establishing regulations, processes and procedures to ensure small businesses, small disadvantaged businesses, HUBZone certified small businesses, veteran-owned, service-disabled-veteran-owned, and woman-owned small businesses receive maximum practical opportunities in Federal government subcontract awards. The SBA’s Subcontracting Program website provides information to assist all involved in the success of the Subcontracting Program.

What is the Subcontracting Program’s Mission?
The mission of the program is to ensure that domestic small businesses receive a “maximum practical opportunity”, which is a fair and equitable opportunity, to compete for and receive subcontracts resulting from Federal prime contracts. The purpose is also to ensure that other than small businesses (OTSB) understand and is in compliance with the subcontracting post-award legislations, regulations, processes, and procedures.

Small Business Resources
Resources to assist small businesses across the country succeed in subcontracting.

Other Than Small Business (OTSB) Resources
Tools to assist the OTSB in understanding their subcontracting responsibilities.

Federal Government Personnel Resources
Tools to assist Federal Government Personnel in understanding their subcontracting responsibilities.

Subcontracting Assistance Directory
Need help? Click here for assistance.

Regulations
The Subcontracting Program has established guidance for both the government and the contractor to ensure compliance with the Small Business Act.

SubNet
Find a subcontract or a subcontractor.
What’s New for Other Than Small Businesses (OTSB)

Other Than Small Business (OTSB) Resources
Tools to assist the OTSB in understanding their subcontracting responsibilities.

Subcontracting Training Program
Increases your knowledge of the Subcontracting program

Did You Know?
Increase your understanding and improve your knowledge of the Subcontracting Program

Subcontracting Program Resources
Subcontracting Program Tools for OTSB Industry Partners

SubNet
SubNet is a free database for small businesses seeking and business desiring to post small business subcontracting opportunities (solicitations, sources sought and outreach events). Primes and sub...
Subcontracting Training Program

Increases your knowledge of the Subcontracting program

What type of training is provided by SBA?
SBA provides Subcontracting Orientation and Assistance Reviews (SOAR) training for our Federal government Other Than Small Business (OTSB) prime and sub-contractors. The SOAR training will provide step-by-step instructions and guidance on how to comply with the roles and responsibilities outlined in the Subcontracting Program.

Is training mandatory?
The Subcontracting Orientation and Assistance Reviews (SOAR) training is highly recommended for all OTSB Subcontracting Program Administrator and anyone involved in creating the Subcontracting Plan, awarding Subcontracts and Subcontract Program administration. However, SOAR is mandatory for Other Than Small Business (OTSB) prime contractor’s that have received a Compliance Review rating below Satisfactory after October 1, 2018.

What will the Subcontracting Orientation and Assistance Reviews (SOAR) Training cover?
As per 13 CFR 125.3(e), SOARs are conducted for the purpose of assisting prime contractors in understanding and complying with their small business subcontracting responsibilities, including developing subcontracting goals that reflect maximum practicable opportunity for small businesses. The SOAR training assists our Other Than Small Business (OTSB) Industry partners in understanding and complying with:

- Other Than Small Business (OTSB) prime roles and responsibilities
- Other Than Small Business (OTSB) sub-contractor’s roles and responsibilities
- Subcontracting Regulation
- Subcontract Accomplishment Reporting
- Subcontracting Program Compliance
- Market Research (DSBS, SAM, PTACs & SubNet)
- Posting Subcontracting Opportunities Utilizing SubNet
- Reviewing the Subcontractor Subcontracting Plan
- Developing a Subcontracting Plan
- Subcontract Compliance Review Readiness

Training Schedule
What’s New for Other Than Small Businesses (OTSB)

Subcontracting Program Resources

Welcome to the Subcontracting Program as a Prime Contractor
The Welcome Letter provides the prime contractor with insight to the basic subcontracting program responsibilities.

Welcome to the Subcontracting Program as a Subcontractor
The Welcome Letter provides the subcontractor with insight to the basic subcontracting program responsibilities. We encourage our OTSB primes and higher tier subcontractors to include the Welcome Letter with all subcontract awards with Federal government Subcontracting Program responsibilities.

System for Award Management
SAM is a tool that can be used to verify small business size and socio-economic status for subcontracts. SAM can also be used to search for subcontractors. If a firm has a valid SAM profile, they can use it to self-certify during subcontract proposal submittal.

Dynamic Small Business Search (DSBS)
The DSBS is a database of Small Businesses (SB) seeking Federal government contracts. DSBS provides detailed information about the SB such as bonding levels and special certifications to include SBA’s 8(a) Business Development and HUBZone Programs.

Procurement Technical Assistance Centers (PTACs)
PTACs can assist you with locating qualified Small Business.

Procurement Center Representative (PCR)
The SBA has assigned PCRs to each SBA Area Office (AO) to provide assistance throughout the USA. PCRs are available to assist you with understanding your pre-award prime and sub contracting roles and responsibilities.

Commercial Market Representatives (CMR)
The SBA has assigned CMRs to each SBA Area Office (AO) to provide assistance throughout the USA. CMRs are available to assist you with understanding how to be in compliance with the requirements of the SP.
SubNet Other Than Small Businesses (OTSB)

- New Functionality
  - Duplicate and Edit Solicitations
  - Post Solicitations by Metro Area
  - Track SOAR Training Participation
  - See a listing of all Solicitations
  - Collects Small Business POC Information
  - Collects Subcontracting Program Administrator Contact Information

- One Stop Shop to advertise
  - Match Making Events
  - Subcontracting Opportunities
Welcome to the U.S. Small Business Administration Subcontracting Network

SUB-Net: A place where prime contractors post "solicitation" or "notice of sources sought" (NOS) for small business subcontracting opportunities.

View Solicitations  View Business Directory

Click on the map below to view posted solicitations by state, or use the Advanced Search option.
Sub-Net Solicitation & Event
Advance Search

Advanced Search

To search for a type of work or solicitation description, enter a keyword below:

To search by area, select an area from the drop-down list below:
Select an area

To search for work to be performed in a specific place, enter geographic information below:

To search for solicitations active during a specific time frame, enter dates below:
Start Date: [ ]
End Date: [ ]

To search by NAICS code, enter the number below, or use the lookup function:
NAICS Code: [ ] Look up

To search for a specific solicitation, enter the solicitation number below:
Solicitation Number: [ ]

To search by business type, select a business type:
Select Business Type [ ]
# Sub-Net Solicitation & Event Search Results

## Solicitation Search Results

<table>
<thead>
<tr>
<th>Solicitation (SOI) / Event (REV) Number</th>
<th>Business Name</th>
<th>Place of Performance</th>
<th>Performance Start Date</th>
<th>NAICS Code</th>
<th>Additional NAICS Code</th>
<th>Type of Business Sought</th>
<th>Closing Date</th>
<th>Solicitation (SOI) / Event (REV) Description</th>
<th>Sol POC</th>
<th>POC Phone</th>
<th>POC Email</th>
</tr>
</thead>
<tbody>
<tr>
<td>July21Test</td>
<td>SUMMIT HOTEL PROPERTIES, LLC</td>
<td>AZ : Phoenix</td>
<td>07/21/2016</td>
<td>234418 Printed Circuit Assembly (Electronic Assembly) Manufacturing</td>
<td>N/A</td>
<td>(SDB) Self-certified Small Disadvantaged Business, SBA-certified 8(a) Program Participant</td>
<td>07/28/2018</td>
<td>Testing submitt on July 21. Edited to change state and metro area to Alabama, Auburn - This is a duplicate</td>
<td>James White</td>
<td>N/A</td>
<td>N/A</td>
</tr>
<tr>
<td>August30th</td>
<td>SUMMIT HOTEL PROPERTIES, LLC</td>
<td>AZ : Flagstaff</td>
<td>08/30/2016</td>
<td>11133 Strawberry Farming</td>
<td>N/A</td>
<td>SBA-certified 8(a) Program Participant, (WOSB) Women Owned Small Business</td>
<td>08/31/2017</td>
<td>dd dd</td>
<td>dd dd</td>
<td>N/A</td>
<td><a href="mailto:tss@sba.gov">tss@sba.gov</a></td>
</tr>
<tr>
<td>July29Sol1</td>
<td>SUMMIT HOTEL PROPERTIES, LLC</td>
<td>AZ : Phoenix</td>
<td>07/29/2016</td>
<td>112340 Poultry Hatcheries</td>
<td>112340 Poultry Hatcheries</td>
<td>Economically Disadvantaged Women Owned Small Business, Economically Disadvantaged Women Owned Small Business Program</td>
<td>07/30/2017</td>
<td>New solicitation duplicating - edited - duplicate to test secondary NAICS</td>
<td>smith white</td>
<td>N/A</td>
<td><a href="mailto:tes@sba.com">tes@sba.com</a></td>
</tr>
<tr>
<td>July29Sol1</td>
<td>SUMMIT HOTEL PROPERTIES, LLC</td>
<td>AZ : Phoenix</td>
<td>07/29/2016</td>
<td>221111 Hydroelectric Power Generation</td>
<td>112340 Poultry Hatcheries</td>
<td>Economically Disadvantaged Women Owned Small Business, Economically Disadvantaged Women Owned Small Business Program</td>
<td>07/30/2017</td>
<td>New solicitation duplicating - edited - duplicate to test secondary NAICS</td>
<td>smith white</td>
<td>N/A</td>
<td><a href="mailto:tes@sba.com">tes@sba.com</a></td>
</tr>
<tr>
<td>Feb-27-2017-A</td>
<td>RISK CONSULTANTS, INCORPORATED</td>
<td>AZ : Phoenix</td>
<td>02/26/2017</td>
<td>111110 Soybean Farming</td>
<td>N/A</td>
<td>(SDB) Self-certified Small Disadvantaged Business</td>
<td>05/31/2017</td>
<td>Testing offering</td>
<td>Tafa Bocay</td>
<td>222-222-2220</td>
<td>N/A</td>
</tr>
<tr>
<td>SOI-Mar-22-2017</td>
<td>RISK CONSULTANTS, INCORPORATED</td>
<td>AZ : Phoenix</td>
<td>03/08/2017</td>
<td>111110 Soybean Farming</td>
<td>N/A</td>
<td>(WOSB) Women Owned Small Business Program</td>
<td>03/31/2017</td>
<td>Test</td>
<td>dd dd</td>
<td>222-222-2220</td>
<td>N/A</td>
</tr>
<tr>
<td>EVT-Mar-22-2017</td>
<td>RISK CONSULTANTS, INCORPORATED</td>
<td>AZ : Phoenix</td>
<td>03/01/2017</td>
<td>111110 Soybean Farming</td>
<td>N/A</td>
<td>SBA-certified 8(a) Program Participant</td>
<td>03/29/2017</td>
<td>Test</td>
<td>Tea Tes</td>
<td>222-222-2220</td>
<td>N/A</td>
</tr>
</tbody>
</table>
**Business Name:** GEOLOGICAL SURVEY, UNITED STATES DEPT OF  
**DUNS:** 011334039

**Type of Businesses Being Solicited**  
(WOSB) Women Owned Small Business Program

**NAICS Code**  
111150 Corn Farming

**Additional NAICS Code**  
N/A

**Solicitation (SOL) / Event (EVT) Brief Description:**  
Testing this is a duplicate 2

**Solicitation (SOL) / Event (EVT) Full Description:**  
Files Attached:  
[TimesheetEntryReport.pdf](attachment:TimesheetEntryReport.pdf)

**Solicitation (SOL) / Event (EVT) POC**  
First Name: Tesfa  
Last Name: Booyay  
Phone: 111-111-1111  
Fax: 222-222-2222  
Email: tes.boc@sb.gov

**Place of Performance**  
CA:

**Performance Start Date**  
10/19/2016

**Solicitation (SOL) / Event (EVT) Closing Date**  
10/31/2017 12:00:00AM  
Time Zone: AKDT

**Edit Solicitation (SOL) / Event (EVT)**

**Send email**

**Back**
Sub-Net Solicitation & Event Input Page
Sub-Net Solicitation & Event Input Page

- Tribally Owned
- Native Hawaiian Org (NHO) Owned
- Women-Owned Small Business under the Women-Owned Small Business Program
- Economically Disadvantaged Women-Owned Small Business under the Women-Owned Small Business Program
- Women-Owned Small Business Joint Venture
- Economically Disadvantaged Women-Owned Small Business Joint Venture
- Economically Disadvantaged Women Owned Small Business program

Select All

*NAICS Code:

Look up

Additional NAICS Code:

Look up

Please click the “Look Up” link to add and enter an additional NAICS or Cut and Paste the NAICS in the Additional NAICS field below

Additional NAICS List:

*Brief Solicitation/NSS Description (250 characters):

Brief Description will display in search results. Add an attachment by clicking the Next button below.

Next Reset

Performance Start Date--> Mandatory for Solicitation/ Non-Mandatory for Event

*Performance Start Date: [mm/dd/yyyy]

*Closing Date:
(Not more than a year from today.)
*Date: [mm/dd/yyyy]
*Time: [hh:mm] AM PM
*Time Zone: Alaska Time

Back
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 termination.

**Business Information Page**

**Subcontracting Program Administrator**

- Mandatory Fields:
  - First Name: * Saritha
  - Last Name: * Palley
  - Phone: * 886-766-7575
  - Email: * spalley@gmail.com
  - Street Address 1: * 245 St
  - City: * Herndon
  - State: * California
  - Zip Code: * 20171

**Save Subcontractor Data**

**Training:**

- This functionality will be available on or before Oct 28
A view of all of the Business’s Solicitation & Event Page

<table>
<thead>
<tr>
<th>Edit/Dup</th>
<th>Solicitation (SOL) / Event (EVT)</th>
<th>Place of Performance</th>
<th>NAICS Code</th>
<th>Performance Start Date</th>
<th>Closing Date</th>
<th>Flagged as Inappropriate</th>
<th>Archived?</th>
<th>Solicitation (SOL) / Event (EVT) Description</th>
<th>Created By</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td>111150 Corn Farming</td>
<td>10/19/2016</td>
<td>10/31/2017</td>
<td>Yes</td>
<td>No</td>
<td>Testing</td>
<td>Subnetbus1</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>111150 Corn Farming</td>
<td>10/19/2016</td>
<td>10/31/2017</td>
<td>Yes</td>
<td>No</td>
<td>Testing</td>
<td>Subnetbus1</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>111150 Corn Farming</td>
<td>10/19/2016</td>
<td>10/31/2017</td>
<td>No</td>
<td>No</td>
<td>Testing</td>
<td>Subnetbus1</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>111150 Corn Farming</td>
<td>10/19/2016</td>
<td>10/31/2017</td>
<td>Yes</td>
<td>No</td>
<td>Testing - edited by admin</td>
<td>Subnetbus1</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>111150 Corn Farming</td>
<td>10/19/2016</td>
<td>10/31/2017</td>
<td>No</td>
<td>No</td>
<td>Testing this is a duplicate 2</td>
<td>Subnetbus1</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>111150 Corn Farming</td>
<td>10/19/2016</td>
<td>10/31/2017</td>
<td>No</td>
<td>No</td>
<td>Testing this is a duplicate 2</td>
<td>Subnetbus1</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>212210 Iron Mining</td>
<td>05/04/2017</td>
<td>06/30/2017</td>
<td>No</td>
<td>No</td>
<td>TESTING NEW DATA</td>
<td>Subnetbus1</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>212211 Gold Ore Mining</td>
<td>05/06/2017</td>
<td>06/30/2017</td>
<td>No</td>
<td>No</td>
<td>Testing</td>
<td>Subnetbus1</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>551111 Offices of Bank Holding Companies</td>
<td>05/09/2017</td>
<td>06/29/2017</td>
<td>No</td>
<td>No</td>
<td>TESTING MAY-08-2017-A</td>
<td>Subnetbus1</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>551111 Offices of Bank Holding Companies</td>
<td>05/11/2017</td>
<td>07/31/2017</td>
<td>Yes</td>
<td>No</td>
<td>TESTING MAY-10-2017-A - EDITING THIS SOLICITATION</td>
<td>Subnetbus1</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>551111 Offices of Bank Holding Companies</td>
<td>05/11/2017</td>
<td>07/31/2017</td>
<td>No</td>
<td>No</td>
<td>TESTING MAY-10-2017-C</td>
<td>Subnetbus1</td>
</tr>
</tbody>
</table>