## Small Business Administration (SBA) Subcontracting Program

Angela Terry
SBA's Subcontracting Program
Manger
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

### 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.

### Subcontracting Assistance Directory

Need help? Click here for assistance.

### Other Than Small Business (OTSB) Resources

Tools to assist the OTSB in understanding their subcontracting responsibilities.

### Regulations

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

### Federal Government Personnel Resources

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

### SubNet

Find a subcontract or a subcontractor.

### 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

### **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.

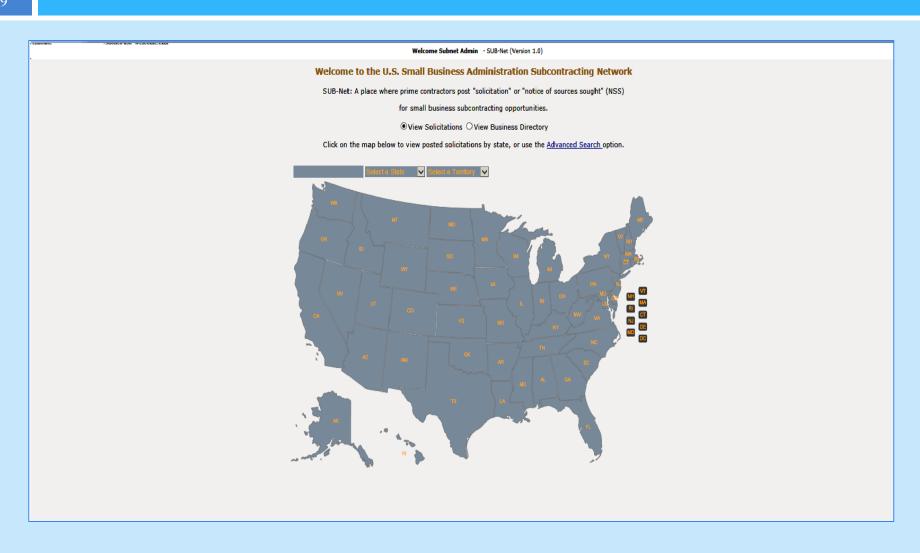
### Commercial Market Representatives (CMR)

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.

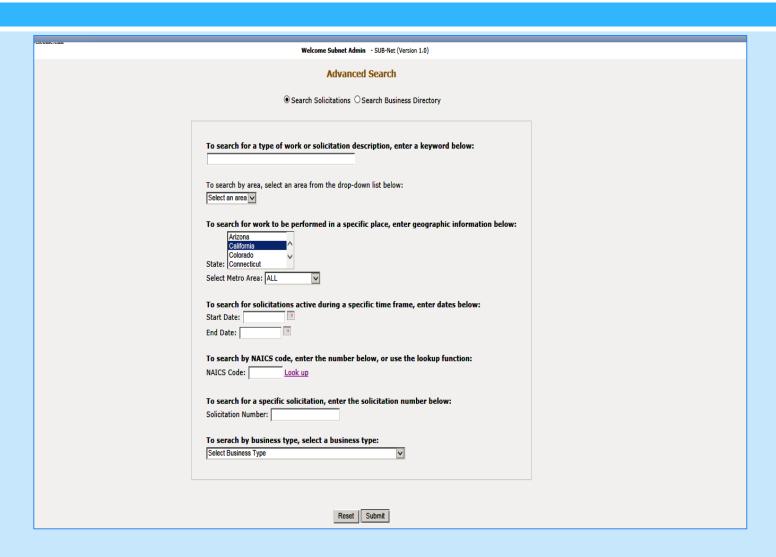
### SubNet Other Than Small Businesses (OTSB)

- 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

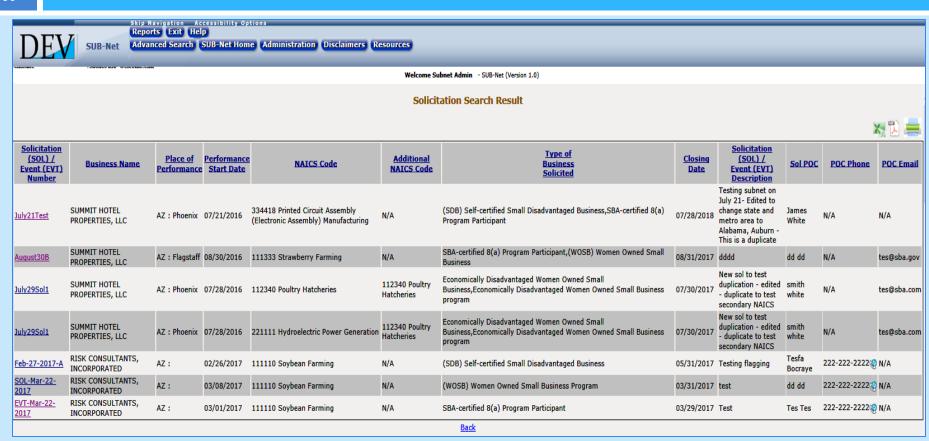
# Sub-Net Solicitation & Event Map Search



## Sub-Net Solicitation & Event Advance Search



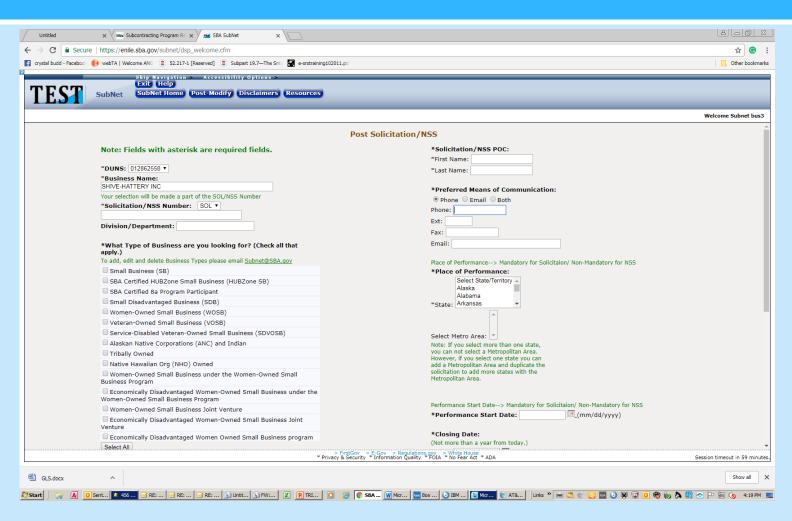
## Sub-Net Solicitation & Event Search Results



# Sub-Net Solicitation & Event Details Page



### Sub-Net Solicitation & Event Input Page



## Sub-Net Solicitation & Event Input Page

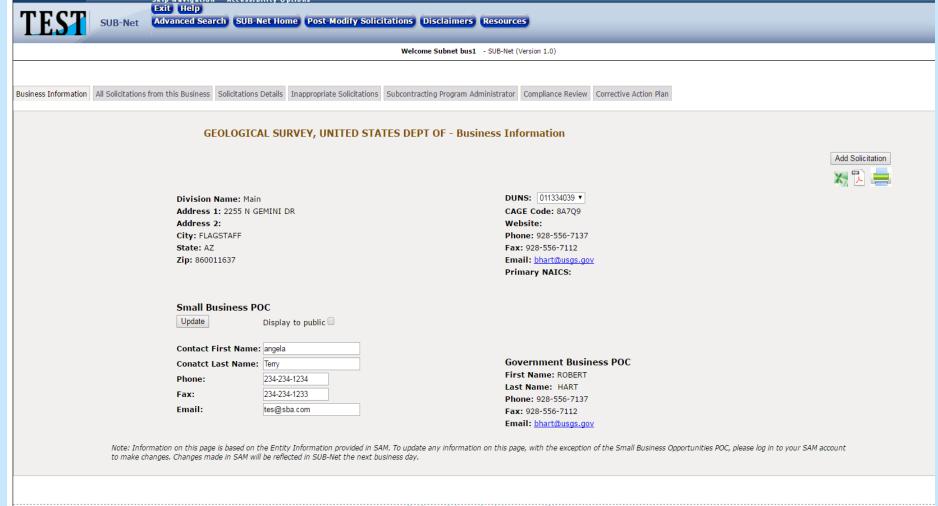
Tribally Owned
□ Native Hawaiian Org (NHO) Owned
☐ Women-Owned Small Business under the Women-Owned Small Business Program
Economically Disadvantaged Women-Owned Small Business under the Women-Owned Small Business Program
☐ Women-Owned Small Business Joint Venture
Economically Disadvantaged Women-Owned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

However, if you select one state you can add a Metropolitan Area and duplicate the solicitation to add more states with the Metropolitan Area.
Performance Start Date> Mandatory for Solicitaion/ Non-Mandatory
*Performance Start Date:(mm/dd/yyyy
*Closing Date: (Not more than a year from today.)  *Date:(mm/dd/yyyy)  *Time: (hhmm) • AM

vou can not select a Metropolitan Area.

Next Reset

Back



### **Business Information Page**

16 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 All Solicitations/NSS All Events Solicitations/NSS Details Inappropriate Solicitations/NSS/Events Subcontracting Program Administrator **Subcontracting Program Administrator** \* Mandatory Fields. First Name: \* Saritha Last Name: \* Palley Phone: \* 886-786-7575

> Email: \* spalley@gmail.com Street Address 1: \* S245 St Street Address 2: City\* Herndon State\* California **Zip Code\*** 20171

> > Save Subcontractor Data

### Training:

This functionality will be available on or before Oct 28

Training Date Training Type Certification . **Subcontracting Regulation** Upload Certificate Delete Recorded Virtual N/A **Subcontract Compliance Review Readiness** Recorded Virtual N/A Upload Certificate Delete . Market Research (DSBS, SAM PTACs & SubNet ) Recorded Virtual N/A Upload Certificate Delete Posting Subcontracting Opportunities Utilizing Upload Certificate Delete Recorded Virtual N/A SubNet . Developing a Subcontracting Plan Recorded Virtual N/A Upload Certificate Delete Other Than Small Business (OTSB) prime roles and .Uoload.Certificate. Delete > FirstGov > E-Gov > Regulations.gov > White House \* Privacy & Security \* Information Quality \* FOIA \* No Fear Act \* ADA

### A view of all of the Business's Solicitation & Event Page

17

