

The logo for SBTDC features the lowercase letters 'sbt' in a dark grey serif font, followed by a stylized green 't' that has a vertical line through it and a curved bottom. To the right of the 't' are the lowercase letters 'dc' in the same dark grey serif font. Below the 't' and 'dc' is the tagline 'Your business. Better.' in a green, sans-serif font.

# sbttdc

**Your business. Better.**

*The SBTDC is a business advisory service of The North Carolina University System  
operated in partnership with the US Small Business Administration.*

[sbtcd.org](http://sbtcd.org) | [info@sbtcd.org](mailto:info@sbtcd.org)

# The Small Business and Technology Development Center's (SBTDC)

## Procurement Technical Assistance Center (PTAC)

### HUBZone and SDVOSB Programs

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## Small Business & Technology Development Center (SBTDC)

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- **Confidential one-on-one counseling**
- **General Business - planning, marketing, financing, human resources & operations**
- **Management Education Services**
- **Export Financing Assistance**
- **Technology Development and Commercialization**
- **Boating Industry Services**
- **Government Procurement Assistance**
  - Procurement Technical Assistance Center (PTAC)

[tdc.org">www.sbttdc.org](http://www.sbt<span style=)

## PTAC assists you in . . .

- **Understanding government rules and regulations**
- **Completing mandatory registrations and certifications**
- **Researching award histories**
- **Identifying contracting opportunities**
- **Reviewing bids and proposals**
- **GSA/VA Contracts and schedules**
- **Selling to the federal, state and local government**



[http://www.sbt<sup>t</sup>dc.org/services/gov\\_procurement.asp](http://www.sbt<sup>t</sup>dc.org/services/gov_procurement.asp)

## Registration – Federal

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- Register in Central Contractor Registration (CCR): [www.ccr.gov](http://www.ccr.gov)
- Register in FedBizOpps: [www.fbo.gov](http://www.fbo.gov)
- Register in ORCA: <https://orca.bpn.gov>
- Register in WAWF:  
<http://www.dfas.mil/contractorpay/electroniccommerce/wideareaworkflow.html>

## Federal Government Goals

- **23 percent of prime contracts for small businesses;**
- **5 percent of prime and subcontracts for small disadvantaged businesses;**
- **5 percent of prime and subcontracts for women-owned small businesses;**
- **3 percent of prime contracts for HUBZone small businesses;**
- **3 percent of prime and subcontracts for service-disabled veteran-owned small businesses.**



## Federal Fiscal Year Expenditures (FY 2009)

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- **Federal Government – \$534 billion**
- **Department of Defense – \$370 billion**
- **General Services Administration – \$14 billion**
- **Veterans Affairs – \$14 billion**
- **Small Business – \$106 billion**
- **HUBZone Firms – \$1.8 billion**
- **SDVOSB Firms – \$898 million**

## HUBZone Program

- <https://eweb1.sba.gov/hubzone/internet/index.cfm>
- **Purpose:** to provide Federal contracting assistance for qualified small business concerns located in historically underutilized business zones, in an effort to increase employment opportunities, investment, and economic development in those areas
- **The applicant firm must be/have**
  - Small business by SBA standards
  - Owned and controlled at least 51% by U.S. citizens, or a Community Development Corporation, or an agricultural cooperative or an Indian tribe;
  - Principal office located in a designated HUBZone; and
  - At least 35% of employees that reside in a HUBZone

## HUBZone Program

- **Currently HUBZone has precedence over other preference programs**
- **Set-aside over SAT (FAR Clause 52.219-3)**
- **Set-aside over MPT (FAR Clause 52.219-3)**
- **Sole-source opportunities (FAR 19.1306)**
- **Price evaluation adjustment (up to 10%) (FAR Clause 52.219-4)**

## Veteran-Owned Small Business Programs

- **51% ownership and control by Veteran(s)**
- **Self-Certify when registering in CCR**
- **Can qualify as Service Disabled Veteran Owned Small Businesses (SDVOSB) with “Zero” Disability status**
- **Set-asides for SDVOSB (FAR 19.1405)**
- **Sole Source for SDVOSB (FAR 19.1406)**
- **Register on [www.vetbiz.gov](http://www.vetbiz.gov)**
  - Verification Process
  - Veterans Affairs (VA) set-asides/sole source
  - Federal Contractor Certification

## VA Verification Program

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- <http://www.vetbiz.gov/vip/verify.htm>
- Verification of veteran-owned small businesses (VOSBs) and SDVOSBs (per public law 109-461)
- Allows Veterans Affairs (VA) to set-aside and sole-source to SDVOSBs and VOSBs
- Allows VA Prime contractors to receive credit for contracting with verified SDVOSBs and VOSBs
- Voluntary but why not get verified?!

## Federal Contractor Certification (FCC)

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- **Purpose:** Help veteran business owners understand the Federal contracting process, submit intelligent responses and perform successfully after award
- **Pilot program**
  - Started Aug 1, 09 – Jan 31, 10
  - Available to owners through PTAC's certified
  - Only Level 1 (of 4) available: Basic Understanding of Federal Contracting
    - Veteran owned businesses will receive a book "*Win Government Contracts for Your Small Business*", *Second edition* from the VA
- <http://www.vetbiz.gov/outreach/FCC.htm>

## Websites of Interest

- **DoD Mentor Protégé Program**
  - [http://www.acq.osd.mil/osbp/mentor\\_protege](http://www.acq.osd.mil/osbp/mentor_protege)
  - Open to SDB, WOSB, HUBZone, SDVOSB
- **Agency SB Websites (not all inclusive)**
  - <http://www.donhq.navy.mil/OSBP/programs/index.html>
  - <http://www.selltoairforce.org/programs/index.php>
  - <http://sellingtoarmy.com>
  - [http://www.dla.mil/db/sb\\_offices.asp](http://www.dla.mil/db/sb_offices.asp)
  - [http://www.acq.osd.mil/osbp/links/dod\\_osbp.htm](http://www.acq.osd.mil/osbp/links/dod_osbp.htm)
  - <http://prod.nais.nasa.gov/pub/fedproc/home.html>

## NC PTAC Counselors

- **Clark Fields – Asheville – 828.251.6025 or [cfields@sbtdc.org](mailto:cfields@sbtdc.org)**
- **Archie Black – Charlotte – 704.548.1090 or [ablack@sbtdc.org](mailto:ablack@sbtdc.org)**
- **George Griffin– Greensboro – 336.334.7339 or [ggriffin@sbtdc.org](mailto:ggriffin@sbtdc.org)**
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- **Leslie “Lynne” Crawley – Fayetteville – 910.222.8930 or [lcrawley@sbtdc.org](mailto:lcrawley@sbtdc.org)**
- **Vacant – Wilmington – 910.962.7584**
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**Thank you**

**Any questions?**