



U.S. Small Business  
Administration

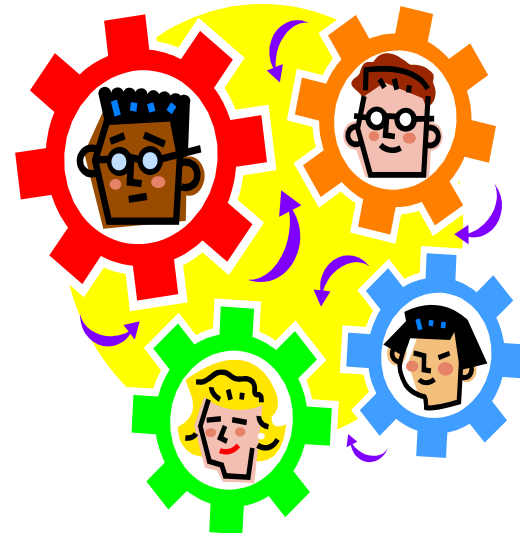
**Michael Massello**

**U.S. Small Business  
Administration**

**Office of Government Contracting  
Area II**

**Role of the PCR**

# What Exactly Does the SBA Procurement Center Representative (PCR) Do?



# SMALL BUSINESS POLICY



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- It is the policy of the Government to provide **maximum practicable opportunities** in its acquisitions to small business, and all of the identified socio-economic concerns.

- Such concerns must also have the **maximum practicable opportunity to participate as subcontractors** in the contracts awarded by any executive agency.

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# SBA PCR RESPONSIBILITIES

- Assigned to a contracting activity to carry out SBA policies and programs (IAW Far 19)
- Review proposed acquisitions over a specified dollar threshold to recommend set-asides, recommend new sources and breakout components for competition
- Review proposed bundled acquisitions to recommend alternate contracting methods to increase SB prime contracting opportunities (15 days)
- Recommend sources to be solicited



# MY CORE AGENCIES



**Department of Commerce  
Securities and Exchange Commission**

**Army – Aberdeen Proving Grounds**

**DLA Aberdeen**

**DLA Aviation Detachment - Philadelphia**

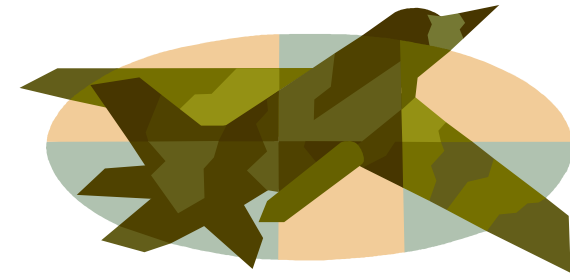
**Naval Undersurface Warfare Center – Philadelphia**

**NAVSUP Weapon Systems Support-Philadelphia**

**NAVSUP HQ – Mechanicsburg**

**NAVSUP Fleet Logistics Center - Philadelphia**

**DLA Maritime Detachment – Mechanicsburg**



# Sources of Market Research

- **Procurement History**
- **Recent Market Research Reports**
- **FPDS-NG**
- **DSBS/SAM**
- **FBO**
- **Your Local Small Business Advocate**
- **Industry/Trade Organizations**
- **Online/Internet Resources**
- **SBA District Offices including PTAC and SBDCs**
- **Area Chambers of Commerce**
- **Trade Shows/Outreach Events/Conferences**
- **Industry Days**



# PCR RESPONSIBILITIES

- Review subcontracting plans
- Conduct periodic compliance reviews of the activity
- Advise and assist small businesses
- Investigate issues upon the request of a SB, the activity, or SBA office
- Meet with HCA at least annually via Business Operations Plan (BOP)
- Train contracting activity personnel on aspects of the SB Program
- Participate in conferences and training to increase SB participation



# SBA District Offices BD



# 8(a) Program Hub Zone SDVOSB EDWOSB/WOSB





# Conclusion

- **Small businesses provide a great base of firms with outstanding capabilities—they are vital to our Nation's Defense and economic health**
- **Encouraging small firms is the best way to increase innovation, productivity, and jobs.**
- **Market Research is the Key**



# WEBSITES

- **Small Business Administration**
- **SBA Dynamic Small Business Search**
  - [http://dsbs.sba.gov/pro-net/dsp\\_dsbs.cfm](http://dsbs.sba.gov/pro-net/dsp_dsbs.cfm)
- **Federal Business Opportunities**
  - <http://www.fbo.gov>
- **Federal Procurement Data System:**
  - <http://www.fpds.gov>



# **SBA Government Contracting Area II**

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