



## Happy Holidays!

Hope you have a great time however you spend your holidays.

Please remember to be safe during this busy and stressful time.

- Slow down (walking and driving)
- Watch where you are going
- Be aware of your surroundings
- Shop with someone if possible
- Drink plenty of water and stay hydrated

We want to see all of you in 2014.

## Market Research Helps Elevate Small Business Participation

Market research is critical to elevating small business participation and should be ongoing.

- Required - Federal Acquisition Regulations (FAR) 10.001 (a) (2)
- Must be conducted:
  - Before developing new contract requirement documents
  - Before soliciting offers that could lead to contract bundling

Therefore, perform your market research in advance to make an informed decision prior to pursuing any full and open competition, sole source, or Governmentwide Acquisition Contract (GWAC)/General Services Administration (GSA) buy.

Market Research provides valuable industry trends.

- Market Research provides solid information on:
  - Existing products
  - Capable small business sources
  - Competitive market forces
  - Commercial practices
  - Product performance and quality
  - Successful acquisition practices of other organizations

### Dynamic Small Business Search (DSBS)

- Central Contracting Registration/System for Award Management and DSBS are part of the Integrated Acquisition Environment
- Searchable database of small business in all socioeconomic categories

### Use the Best Practice Market Research Tool

- Establish your acquisition strategy or planned document
- Identify the proper North American Industry Classification System code thru the Census Bureau
- Establish clear and concise criteria from the Scope of Work to qualify small business vendors
- Pick a Small Business strategy - set-aside, GSA Schedule

### Regulatory Perspective

- FAR 10.000 - 10.003 - Market Resource
- FAR 2.101 - Market Research Definition
- FAR 7.102 - Acquisition Planning and Market Research
  - FAR 19.202 - Small Business Policy

## SBA Final Rule Issued on Multiple Award Contracts

(Excerpts from a presentation by Cy Alba, “Partner with PilieroMazza.” Alba is a partner with PilieroMazza and is a member of the Government Contracts and Small Business Programs Groups.

Effective December 31, 2013, the U.S. Small Business Administration (SBA) has issued a final rule on multiple award contracts.

### Set-Asides

The SBA final rules provides:

- Set-aside for part or parts of multiple award contracts for small business concerns;
- Set-aside orders placed against multiple award contracts; and
- Reserve one or more contract awards for small business concerns under full and open competition, when the agency intends to make multiple contract awards.

For partial set-asides, small businesses are allowed to bid on:

- Non-set-aside portion
- Set-aside portion
- Both

The final rule expressly provides that contracting officers must set aside for small businesses an acquisition that will result in multiple award contracts when:

- There is reasonable expectation that two or more small businesses can provide the required services; or
- Supplies are at a fair market price.

The contracting officer may (in lieu of small business set aside) choose to set aside the contract for:

- 8(a) businesses;
- Qualified HUBZone small business concern;
- Service-disabled veteran owned small business concerns (“SDOV SBC”)
- Disadvantaged woman-owned small businesses/woman-owned small businesses (“EDWOSM/WOSB”)

For more information, visit the following website: <http://www.pilieromazza.com/news/sba-issues-final-rules-on-the-use-of-set-asides-for-multiple-award-contracts>

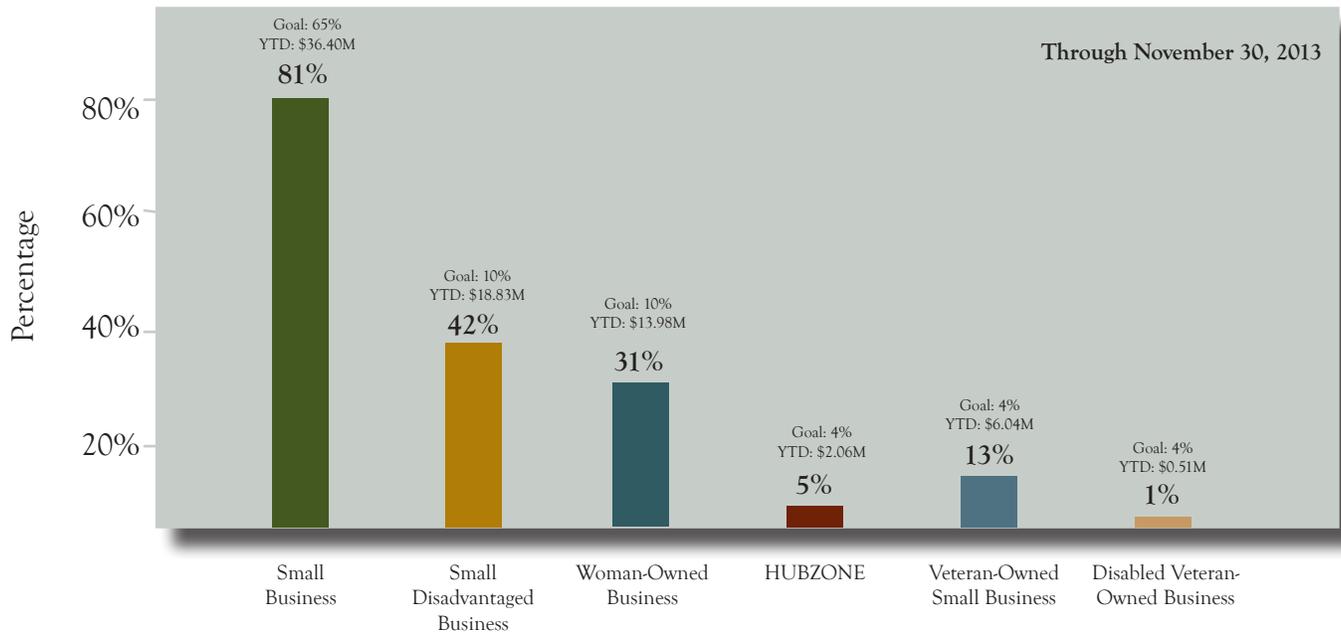


### Contact Information

We would love to hear from you! Please contact us at (865) 576-5643 (phone), or [Karen.reeve@ettp.doe.gov](mailto:Karen.reeve@ettp.doe.gov) (email).

# UCOR Small Business Statistics

## Summary FY 2013: Percent of Subcontract Dollars Placed with Socioeconomic Firms



## Inception to Date: Percent of Subcontract Dollars Placed with Socioeconomic Firms

