



U.S. Small Business
Administration



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Procurement Center Representative (PCR)

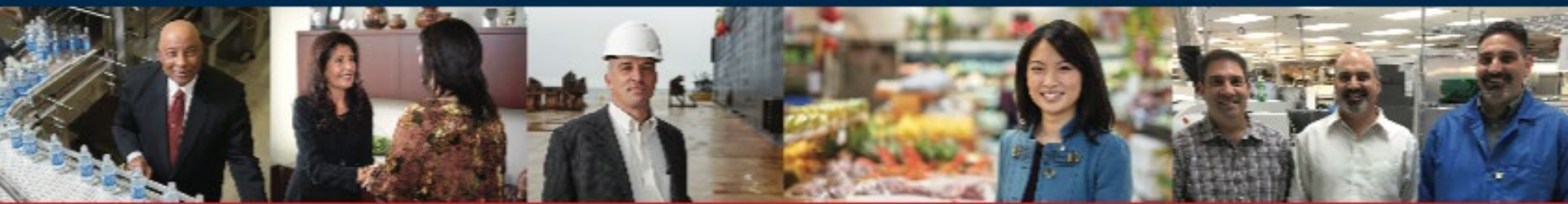
An Advocate, A Resource



Agenda

- **Provide an Overview of the SBA's Office of Government Contracting (OGC) Mission and Programs**
- **Explain the Roles and Responsibilities of a PCR**
- **Discuss the Resources and Tools used by PCRs**
- **Understand When and How to contact a PCR**

The SBA works to ignite change and spark action
so small businesses can confidently



START • GROW • EXPAND • RECOVER

U.S. Small Business Administration Office of Government Contracting

Who We Are and What We Do

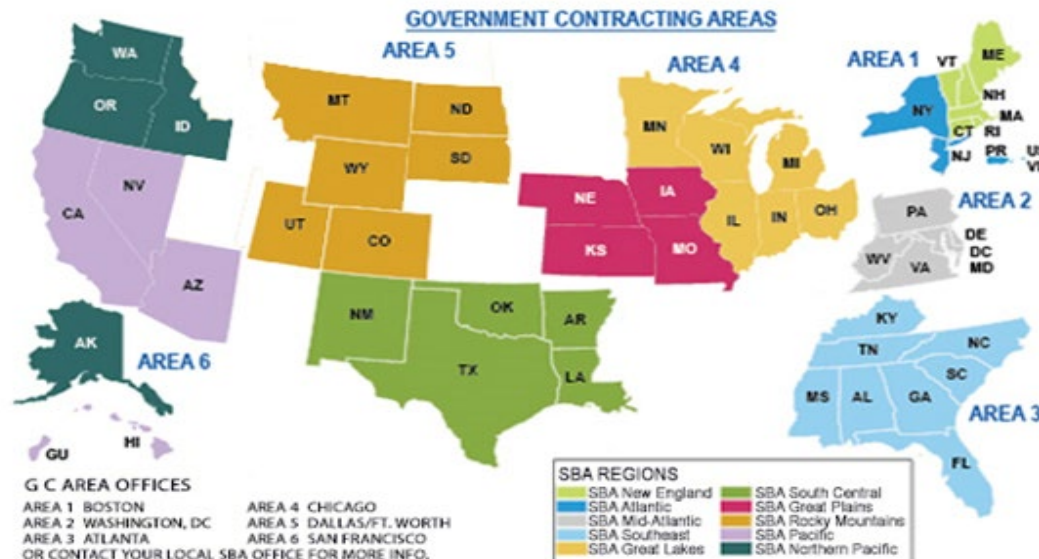
Office of Government Contracting

*Providing America's Small Businesses with the Competitive
Edge!*

<https://www.sba.gov/offices/headquarters/ogc>

Office of Government Contracting (GC)

Our mission is to assist small businesses in obtaining a fair share of Federal Government contracts, subcontracts and property sales.



SBA's Office of Government Contracting (OGC)

SB Goals

SB Programs

SB Set-Asides

Size and Status

The SBA's size standards determine whether your business qualifies as small.

[SBA OGC Area Directors
sizestandards@sba.gov](mailto:sizestandards@sba.gov)

Certificates of Competency

Responsibility questions about the small business' ability to fulfill the contract is referred to the SBA.

[SBA COC Referrals Contact List](#)

Commercial Market Representatives

Provides limited subcontracting assistance and the Subcontracting Program Assistance (SPA) can help you with subcontracting questions after a contract is awarded. SPA can help you with tools to match prime contractors and subcontractors, help small businesses market their services to prime contractors, and more.

[SBA CMR Contact List
SPA@SBA.gov](mailto:SPA@SBA.gov)

Procurement Center Representatives

Helps small businesses win federal contracts. PCRs review many federal acquisition and procurement strategies, influence opportunities to be set aside for small businesses, conduct market research, assist small businesses with payment issues, provide counseling on the contracting process, and more.

[SBA PCR Directory](#)

Procurement Center Representatives Overview



Advocate on behalf of SBs

Train other Federal agency, Resource Partner staff and Vendors



Mediate SB Issues



Work closely with contracting staff at Federal buying offices

- Communicates with Agency on upcoming requirements
- Review acquisitions and solicitations
- Inform agencies on updates to SB regulations and changes in SBA certification programs
- Assist agencies in meeting their SB goals through training, counseling & technical assistance
- Review Subcontracting Plans for compliance prior to award
- Receive copies of Cure/Show Cause notices of SB firms headquartered in the PCRs territory; contacts firm to offer assistance if needed
- Review buying office SB policies & procedures



Procurement Center Representatives



Audit and Advocate

Assures SBs are given fair consideration and opportunity in federal procurements; review SB coordination records



Inform

Informs agencies on updates to SB regulations and changes in SBA certification programs



Counsel

Receives copies of Cure/Show Cause notices of SB firms headquartered in the PCRs territory; contacts firm to offer assistance if needed



Assist

Assists agencies in meeting their SB goals through training, counseling and technical assistance; participates in outreach events

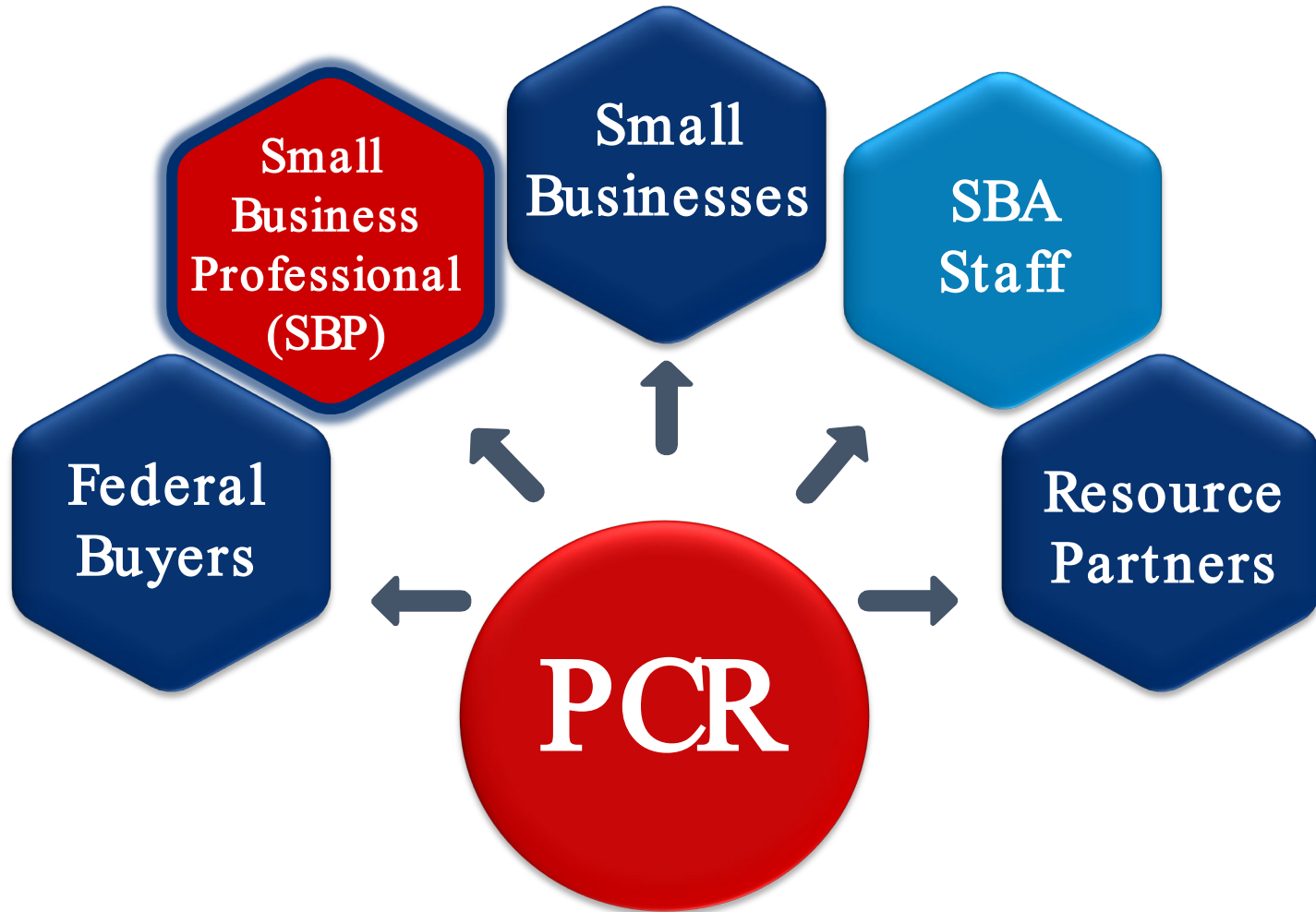


Review

Review Subcontracting Plans for compliance prior to award

PCR's Customers

PCRs interact with an array of customers on multiple levels to achieve a variety of outcomes when performing compliance and advocacy.



PCR Resources and Tools



01

Resource Partners

- Participate in outreach events
- Referral System
- Provide technical training on federal procurement subjects
- Support SBIR/STTR
- DO Engagement

02

Federal Buyers

- Surveillance Reviews (SR)
- Business Operation Plans
- Annual PC SB Goals Analysis
- Advise Senior Level Exec. (HCA)
- Collaborate with SBP
- Informal/Formal Form 70
- Performs Extensive Market Research

03

Small Businesses

- Public Speaking Events (SME)
- Provide Counsel to SBs Owners
- Connect SBs to PCs
- Recommend Policy changes

When to contact a PCR

Internal Acquisition
Strategies

Federal
Procurement
Training and
Education

Size/COC/Status
Question Referrals

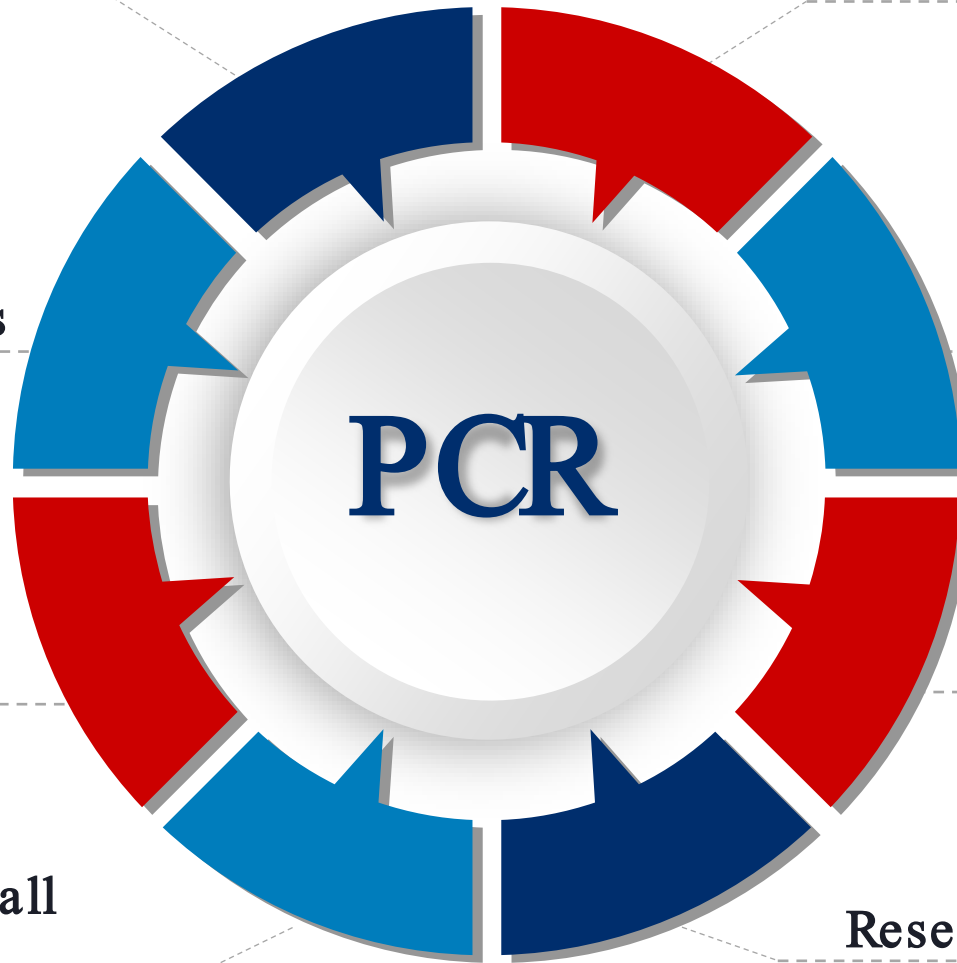
Small Business
Events

Small Business
Utilization and
Disputes

Counseling
Services

Audits/BOP/Small
Business Goals

Market
Research Tools



How to Contact a PCR

- <https://www.sba.gov/federal-contracting/counseling-help/procurement-center-representative-directory>
- <https://www.sba.gov/tools/local-assistance>

Coronavirus (COVID-19): Relief options and Additional Resources [CLICK HERE](#)

SBA U.S. Small Business Administration

Translate SBA en Español For Partners Newsroom Contact Us

Business Guide Funding Programs **Federal Contracting** Learning Center Local Assistance About SBA

Counseling and help

See Federal Contracting Guidance for Small Businesses Impacted by Coronavirus (COVID19)

[GET HELP](#)

Get the help you need

Whether you're trying to win your first government contract or you're an experienced contractor, the SBA and its partner organizations can be valuable resources.

Procurement Center Representatives

[Procurement Center Representatives \(PCRs\)](#) help small businesses win federal contracts. PCRs view many federal acquisition and procurement strategies before they're announced. This enables them to influence opportunities that should be set aside for small businesses.

PCRs also conduct market research, assist small businesses with payment issues, provide counseling on the contracting process, and more.

Subcontracting Program Assistance





U.S. Small Business
Administration

Lucas Payne
Procurement Center Representative
Office of Government Contracting – Area II
U.S. Small Business Administration

(304) 844-2378
lucas.payne@sba.gov

An Advocate, A Resource



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