EXAMPLE ONLY – TRAINING PURPOSES TEMPLATES MUST BE TAILORED TO ACQUISITION-SPECIFIC REQUIREMENTS

EXAMPLE: SMALL BUSINESS PARTICIPATION AS A FACTOR

Example assumptions (Solicitation and Model Contract Language):

- 1 **Section L Instructions to Offerors:** Small Business Participation at the Factor Level, inclusive of past performance evaluation within the small business factor evaluation
- 2 **Section M, Evaluation Criteria**: Small Business Participation at the Factor Level, inclusive of past performance evaluation within the small business factor evaluation
- 3 **Section J, List of Attachments:** SBPCD enforceable (contractual) requirements model contract template for this particular example/scenario only

SECTION L – INSTRUCTIONS TO OFFERORS

L-XXX Small Business Participation Commitment Document (SBPCD)

All offerors (both other than small businesses and small businesses) shall provide the following SBPCD requirements and substantiating documentation to demonstrate how you will meet these requirements. This required information will be used to evaluate the extent of your proposed participation/commitment to use U.S. small businesses in the performance of this acquisition (as small business prime offerors or small business subcontractors) relative to Section M, Factor III, Small Business Participation. These SBPCD requirements will be incorporated into any resulting contract(s) as specified below.

1. The small business concerns (SBC) as defined in FAR Part 19 that are to be used in your proposed approach to satisfying the requirements of this solicitation for the entire performance period, including company name, business category(ies), description of products or services and NAICS code to be provided by each SBC and the nature of the commitment with the SBC (i.e., letter of commitment, joint ventures, mentor protégé agreements, others). Binding commitments shall become enforceable, contractual requirements. Use the table/format below in proposing this required information. (*Note: Section M, Factor III elements 1, 2, 3*)

Company Name	Small Business Category(ies) (SB, WOSB, SDB, Hubzone, VOSB, SDVOSB)	Product(s)/Service(s) to be Provided, including type & variety of work	NAICS Code	Nature of Commitment

2. The SBCs (prime offerors and small business subcontractors) proposed quantitative participation in terms of the value of the total acquisition (total contract value). Offerors shall provide detailed explanations/documentation to support quantitative small business participation. Binding commitments shall become enforceable, contractual requirements. Use the table/format below in proposing this required information. (*Note: Section M, Factor III elements 4 and 5*)

Proposed Total Contract Value

\$ < fill in base contract ad all option years >

Minimum Quantitative Requirement (MQR) - Small Business Participation

(Including Small Business prime offeror's participation)

Business Category	Dollar Value	% of Total Contract Value
Total Proposed Contract Value – Prime Offeror	\$	%
Total Small Business	\$	%
Small Disadvantaged Business	\$	%
Woman-Owned Small Business	\$	%
HUBZone Small Business	\$	%
Veteran-Owned Small Business	\$	%
Service-Disabled Veteran-Owned Small Business	\$	%

All supporting documentation is excluded from the page count. Supporting documents will not be incorporated into any resulting contract.

- 3. Past performance information to demonstrate compliance with the requirements of FAR 52.219-8, Utilization of Small Business Concerns, including the extent to which small business performance objectives/requirements were met for the contracts that required submission of a Small Business Participation Plan or other small business participation/utilization document. Copies of contractual reports may be submitted to validate compliance with requirements of FAR 52.219-8. Explanation of efforts where minimum quantitative requirements and/or goals were not met should be provided. Supporting documentation shall be relevant to the requirements of this solicitation and shall be within the past five years. All supporting documentation is excluded from the page count. (*Note: Section M, Factor III element 6*)
- 4. Past performance information to demonstrate compliance with the requirements of FAR 52.219-9 (DEVIATION 2016-O0009) Small Business Subcontracting Plan (when applicable), including extent to which applicable goals and other small business performance objectives/requirements were met for the contracts submitted to demonstrate compliance. Explanation of efforts where goals were not met should be provided. Supporting documentation shall be relevant to the requirements of this solicitation and shall be within the past five years. All supporting documentation is excluded from the page count. (*Note: Section M, Factor III element 7*)
- 5. The work to be performed directly by a small business prime offeror shall be evaluated as Small Business Participation. Small business prime offerors shall include their information in the above requested subparagraphs L-XXX, 1-4 as required.
- 6. SBPCD enforceable, contractual requirements shall require periodic progress reporting to facilitate government monitoring in the event of an award. Offerors are to propose quarterly reporting for the requirements in L-XXX, subparagraphs 1-3 above (contractor format acceptable) in accordance with Section J, Exhibit B, CDRL B001, Small Business Participation. (*Note: CDRL not provided w/example*)

7. **Prime Offeror's Size**: Identify the applicable size and applicable socioeconomic categories for the PRIME offeror only when submitting your proposed SBPCD. Include this information within the initial section of the proposed SBPCD and check all applicable boxes:

{ } Other than Small Business

0	r
{	} Small Business also categorized as a
{	} Small Disadvantaged Business (SDB)
{	} Woman-Owned Small Business (WOSB)
{	} Historically Underutilized Business Zone (HUBZone) Small Business
{	Service Disabled Veteran Owned Small Business (SDVOSB)

SECTION M – EVALUATION CRITERIA FACTOR III: SMALL BUSINESS PARTICIPATION

Prime Offeror's Size

All offerors (both other than small businesses and small businesses) will be evaluated on the extent of proposed participation/commitment to use of U.S. small businesses in the performance of this acquisition (as small business prime offerors or small business subcontractors) relative to the objectives and requirements established herein. The Government will evaluate the following to determine if the offeror met or exceeded the requirements.

- 1. The extent to which firms as defined in FAR Part 19, are specifically identified in proposals
- 2. The extent to which offerors demonstrate substantive commitment to small business firms, such as, letters of commitment, Joint Ventures, mentor/protégé agreements, or other demonstrations of commitment (i.e., binding commitments will become enforceable/contractual requirements)
- 3. Identification of the type and variety of the work small firms are to perform (i.e., binding commitments will become enforceable/contractual requirements)
- 4. The extent of participation of small business prime offerors and small business subcontractors in terms of the value of the total acquisition (total contract value) (i.e., binding commitments will become enforceable/contractual requirements)
- 5. The extent to which the offeror provides detailed explanations/documentation supporting the proposed quantitative participation
- 6. Extent to which the offeror complied with requirements of FAR 52.219-8, Utilization of Small Business Concerns (i.e., binding commitments will become enforceable/contractual requirements)
- 7. Extent to which the offeror complied with requirements of FAR 52.219-9 (DEVIATION 2016-00009) Small Business Subcontracting Plan (when applicable) (i.e., binding commitments will become enforceable/contractual requirements)

The Government will evaluate the proposal to determine which offeror proposes the best value in terms of Small Business Participation. The work to be performed directly by a small business prime offeror will also be evaluated as Small Business Participation. The Small Business Participation Commitment Document will become part of the resultant contract.

Notes (based on this example):

- 1) Factor elements 1-7 will vary based on acquisition-specific circumstances and market research outcomes. Adapt solicitation accordingly to match acquisition-specific needs/desired outcomes.
- 2) Factor elements 6-7 are 'past performance' elements. For this example, past performance (small business) is being evaluated under Factor III. You must tailor, as applicable, if <u>all</u> past performance is to be evaluated under a separate past performance factor.

(FOR USE IN SBP 201 TRAINING SCENARIO ONLY)

NOTE: TEMPLATES MUST BE TAILORED TO ACQUISITION-SPECIFIC REQUIREMENTS AS STATED IN THE SOLICITATION

Small Business Participation Commitment Document (SBPCD) Template

L.	Prime Contractor Size:		
	Indicate the applicable size and socioeconomic categories all that apply:		
	{ } Other than Small Business		
	or		
	{ } Small Business also categorized as a		
	{ } Small Disadvantaged Business (SDB)		
	{ } Woman-Owned Small Business (WOSB)		
	{ } Historically Underutilized Business Zone (HUBZone) Small Business		
	{ } Service Disabled Veteran Owned Small Business (SDVOSB)		
	() ,		
2.	Minimum Quantitative Requirement (MQR) Participation of Small Businesses*		
	* CDRL B001, Small Business Participation, reporting applies		
T	otal Contract Value (Awarded) \$		
	· · · · · · · · · · · · · · · · · · ·		

Minimum Quantitative Requirement (MQR)

Business Category	Dollar Value	% of Total Contract
		Value
Total Contract Value – Prime Contractor	\$	%
Total Small Business	\$	%
Small Disadvantaged Business	\$	%
Woman-Owned Small Business	\$	%
HUBZone Small Business	\$	%
Veteran-Owned Small Business	\$	%
Service-Disabled Veteran-Owned Small	\$	%
Business		

3. Small Business Participants *

* Changes must be pre-approved by Contracting Officer per: (<u>insert required clause which</u> should be written as a 'special contract requirement' if a canned clause does not fit for SBPCDs)

Company	Business	Product(s)/Service(s)	NAICS	Nature of
Name	Category(ies)	to be Provided	Code	Commitment
	(SB, WOSB, SDB,			
	VOSB, SDVOSB)			