

TIPSS 4 Industry Day

Small Business Presentation

Jodie Paustian

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Background

- My role is to ensure that a fair share of IRS procurement dollars is issued to small business concerns of all types.
- Goals:
 - Prime Goals
 - Subcontracting Goals

FY08 Goals

- Prime Goals:
 - Small Business 23%
 - Small Disadvantaged Business 5%
 - Women-Owned Small Business 5%
 - HUBZone Small Business 3%
 - Service Disabled Veteran-Owned Small Business 3%
 - Veteran-Owned Small Business – no goal, must be tracked
 - 8(a) Concerns – No Statutory Goal – subset of Small Disadvantaged Business Goal

- Subcontracting Goals:
 - Small Business 41%
 - Small Disadvantaged 5%
 - Women-Owned Small Business 5%
 - HUBZone Small Business 3%
 - Service Disabled Veteran-Owned Small Business 3%
 - Veteran-Owned Small Business – no goal, must be tracked

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Small Business Primes

- Look at Teaming Opportunities
 - As a Prime Contractor
 - Joint Venture Arrangements
 - As a Subcontractor
 - With other Small Business concerns
 - With Large Business concerns

- If you have any general questions about doing business with the IRS, please contact me.

- I will give you as much assistance as I can:
 - Technical Points of Contact
 - Background of Organizational Structure
 - What I know of new work or “hot” issues

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Large Business Primes

- Mentor-Protégé Program Requirements
 - Will require that all large primes have current/approved Dept. of the Treasury Mentor-Protégé program applications
 - Will require at least two protégés
 - Current relationship
 - New relationship with a company who has no current relationship either with your company or the IRS/Treasury

- Past Performance – Subcontracting Compliance
 - Previous three years of subcontracting reports will be required to be submitted
 - Must meet/exceed all established goals

- If you have questions regarding SB sources, please contact me. I have lots of SB sources who market to me and are extremely interested in doing business with IRS either as a prime or a subcontractor.

- Expectations upon Contract Award:
 - Meet or exceed negotiated goals.
 - Prompt submission of 294/295 reports via the new eSRS system.
 - Development of protégé companies under your approved Mentor-Protégé agreement.
 - Meet new Small Businesses and add to your team.

Questions

Please contact me at:

(202) 283-1199

Jodie.L.Paustian@irs.gov