Federal Deposit Insurance Corporation

“Doing Business with the FDIC”

An overview of the Office of Minority and Women Inclusion

Opportunities for Small Business in Government Procurement
San Juan, Puerto Rico
Tuesday, April 30, 2013
What is the FDIC?

*Federal Deposit Insurance Corporation*

is an independent agency of the United States government that was created in 1933.
What Does the FDIC Do?

The FDIC protects depositors against the loss of their insured deposits if an FDIC-insured bank or savings association fails. FDIC insurance is backed by the full faith and credit of the United States government. No one has ever lost a penny.
The FDIC is different from other Federal Agencies

- FDIC is funded by the Deposit Insurance Fund;
- FDIC is not subject to the Federal Acquisition Regulations (FAR);
- FDIC has established its own contracting policies and procedures…the Acquisition Policy Manual (APM).
  
  www.fdic.gov/buying/goods/acquisition/index/html
- The FDIC does not have a Contracting Forecast that is publicized.
Recognized Certifications
(The FDIC does not have contracting goals or targets)

- **SBA 8A** - Small Business Administration
- **HUBZONE** - Historically Underutilized Business...
- **SDV** - Service Disabled Veterans
- **VET-OWNED** - Veteran-owned
- **WBE** - Women Business Entrepreneurs
- **MOB** - Minority-owned Business
- **SDB** - Small Disadvantaged Business
Minority and Women Business and Diversity Inclusion Branch

Promotes fair and consistent treatment of all firms...and provides opportunities to the maximum extent possible, for Minority and Women-owned Businesses and Small Disadvantaged Businesses.
Minority and Women Business and Diversity Inclusion Branch

- Advocates for Minority and Women firms
- Provides technical guidance
- Develops “source” lists
- Is a Voting member on technical evaluation panels
- Conducts outreach to educate and recruit firms
Types of Contracted Services

- Receiverships - services associated with closed banks
- Financial Services - consultants, CPAs
- Real Estate - marketing and liquidation
- Information Technology
Cont’d

• Facility services-security, mailroom, janitorial
• Public Relations Firms
• Language Translators
• Office Supplies
• Furniture
• Administrative Support Services
• Copier Services
FDIC Contracting Awards
January 1 – December 31, 2012

MWOB PARTICIPATION (Dollars in Millions)

TOTAL ACTIONS – 1,326

- NON MWOB: 938 (70.7%)
- MWOB: 388 (29.3%)

TOTAL DOLLARS - $1,041.7

- NON MWOB: $733.7 (70.4%)
- MWOB: $308.0 (29.6%)

66 (or 5.0%) of the actions in 2012 were awarded to businesses classified as both minority-owned and women-owned.

$43.8 (or 4.2%) of the dollars in 2012 were awarded to businesses classified as both minority-owned and women-owned.

January 2013
Steps for Eligibility to Contract with the FDIC

Register in the FDIC Contractor Resource List (CRL) [www.fdic.gov](http://www.fdic.gov)

Register in SAM (System for Award Management) [www.sam.gov](http://www.sam.gov)

FDIC’s Steps

- **Pre-solicitation** - prepare statement of work
- **Solicitation** - identify prospective bidders

- **Evaluation** - receive and evaluate proposals (based on technical approach and price. Past performance is an important item to address).
- **Award** - decision based on best value
- **Administration** - activities to ensure compliance
To Receive a Government Contract
Market your Firm

- Develop and maintain a website and a strong capabilities statement that includes the NAICs (North American Industry Classification System) code for services your firm provides.

- Make certain that you can accept the FDIC “Credit Card”.

- Network with private sector firms for which you might seek to partner with, joint-venture, team, etc.

- Participate with training classes sponsored by both public and private sector organizations.
FDIC Offers Technical Assistance

- **Small Business Resource Page** was created to provide you with additional information with more than 50 topics related to small businesses. www.fdic.gov

- Money Smart for Small Businesses (FDIC & SBA)

- A List of our Prime Contractors
  
  www.fdic.gov/buying/goods/ListofAwardsandContractorContactInformation.html

- One-on-One meetings with FDIC Minority and Women Outreach Program Specialists
Contact Us

• 1 877-ASK-FDIC (275-3342)

• MWOBOutreach@fdic.gov – designated to inquiries from MWOBs seeking information

• www.fdic.gov
Questions and Answers