

**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](http://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

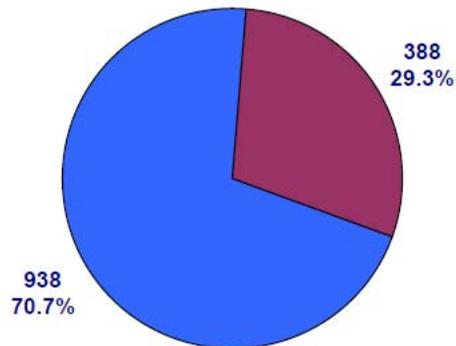
- Facility services-security, mailroom, janitorial
- Public Relations Firms
- Language Translators
- Office Supplies
- Furniture
- Administrative Support Services
- Copier Services

# FDIC Contracting Awards

January 1 – December 31, 2012

## MWOB PARTICIPATION (DOLLARS IN MILLIONS)

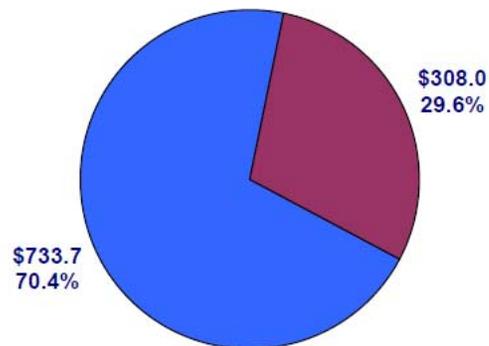
TOTAL ACTIONS – 1,326



■ NON MWOB ■ MWOB

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

TOTAL DOLLARS - \$1,041.7



■ NON MWOB ■ MWOB

\$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](http://www.fdic.gov)

- **Money Smart for Small Businesses (FDIC & SBA)**

- **A List of our Prime Contractors**

[www.fdic.gov/buying/goods/ListofAwardsandContractorContactInformation.html](http://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](mailto:MWOBOutreach@fdic.gov)** – designated to inquiries from MWOBs seeking information
- **[www.fdic.gov](http://www.fdic.gov)**





# Questions and Answers