

## APTAC Body of Knowledge Competency Guide

### C. Basics of Contracting with Government Entities

#### C. 14.5 Finding Subcontract Opportunities

##### Description

##### Federal marketplace

The PTAP legislation (10 USC 142 Section 2416) requires defense contractors that have a DoD contract in one year for an amount in excess of \$1,000,000 - upon request from a PTAC - provide to the PTAC contact information for each of their employees responsible for entering into subcontracts.

The list at <http://www.sba.gov/subcontracting-directory> is thought to satisfy this requirement, but it does not. The SBA list is not kept up to date and cannot be relied on to be complete. Even the DOD Subcontracting Directory is out of date and incomplete.

Therefore, a PTAC program manager should periodically compile from FPDS a list of prime contractors located in – or whose place of performance includes - his or her PTAC's service area. The list should contain the name and contact information for the prime contractor's representative who signed the contract. The program manager can then request name and contact information for the person who has responsibility for subcontracts and purchases under that contract.

Often, prime contractors don't assign their procurement/subcontracts personnel by project, but by commodity. In either case, there may be more than one person for our clients to approach, and the contact person on this list should have the authority to direct our clients to the right office. PTAC counselors should explain this dynamic to their clients when teaching them how to approach the prime contractors for subcontracting opportunities.

##### State and local marketplace

There is no one, centralized database for state and local contracts as FPDS serves for federal contracts. The program manager should ascertain how his/her state, counties/equivalents, municipalities, and regional authorities make such information available to the public. Often there are advertisements in local newspapers seeking MWBE Subcontractors, which is cumbersome to search, and some clients complain that prime contractors practice "bait and switch" by running the required ads and then ignoring subcontractor applicants. PTAC counselors need to teach clients how to market to such contractors.

The federal Department of Transportation designates an agency in each state – often the highway department - to administer its Disadvantaged Business Enterprise program. There is a list of State transportation websites at <http://www.fhwa.dot.gov/webstate.cfm> . The Intergovernmental Review List at [http://www.whitehouse.gov/omb/grants\\_spoc](http://www.whitehouse.gov/omb/grants_spoc) can be a resource for finding these opportunities if a more appropriate contact person cannot be found. Upon finding the major

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prime contractors in this marketplace, PTAC counselors can help their clients find subcontracting opportunities.

#### References

[Title 10, US Code, Chapter 142: § 2416](#). Subcontractor information.

[SBA Subcontracting Directory](#)

[Federal Highway Administration listing of State Transportation Web Sites](#)