



# Becoming an FDIC Supplier: Quick Reference Guide



Position yourself as a contractor  
with the FDIC



# Learning Objectives

- At the end of this module, you will be able to:
  - Identify the unique differences of doing business with the FDIC versus other federal government agencies.
  - List the steps you need to take to be ready to do business with the FDIC.
  - Learn where to go for certain required information.



# About FDIC Small Business Resource Effort

- The Federal Deposit Insurance Corporation (FDIC) recognizes the important contributions made by small, veteran, and minority and women-owned businesses to our economy. For that reason, we strive to provide small businesses with opportunities to contract with the FDIC. In furtherance of this goal, the FDIC has initiated the FDIC Small Business Resource Effort to assist the small vendors that provide products, services, and solutions to the FDIC.
- The objective of the Small Business Resource Effort is to provide information and the tools small vendors need to become better positioned to compete for contracts and subcontracts at the FDIC. To achieve this objective, the Small Business Resource Effort references outside resources critical for qualified vendors, leverages technology to provide education according to perceived needs, and offers connectivity through resourcing, accessibility, counseling, coaching, and guidance where applicable.
- This product was developed by the FDIC Office of Minority and Women Inclusion (OMWI). OMWI has responsibility for oversight of the Small Business Resource Effort.



# Executive Summary

- The FDIC seeks to increase the number of contracts it has with small, veteran-, minority-, and women-owned businesses.
- This guide helps you to successfully position your business to increase your ability of obtaining business with the FDIC.



# The FDIC and Contracting

- There is an increased volume of contracting opportunities.
  - While trending downwards, the FDIC's contracting activity is still increased due to the recent banking and financial crises.
  - The FDIC needs the services of qualified businesses to help meet FDIC goals.
- The FDIC is different from other federal government agencies.
  - The FDIC does not receive appropriated funds. Financial institutions pay premiums for the insurance that the FDIC provides.
  - As a quasi-government agency, the FDIC is not subject to the same Federal Acquisition Regulation (FAR) as other agencies.
- The FDIC has created policies that draw from FAR regulations and private corporate practices to promote participation of minority-, veteran-, and women-owned business, as well as other small businesses in the FDIC's contracting opportunities.



# Differences in Contracting

Area of Difference	Federal Government	FDIC
Contracting Rules and Regulations	FAR governs all actions – includes set-asides for small businesses and minorities	Governed by separate laws – has unique contracting policies and procedures and no set-asides
Bidding Process	Open bids, publicized in advance	Bids are by invitation only, not publicized
Assistance and Outreach Programs	Small Business Administration (SBA), Technical Assistance Offices	Office of Minority and Women Inclusion (OMWI)
Required Registrations	Must register in SAM	Same
Required Certifications	Self-certified*	Same*

\* *Some specialized contracts may require certification, such as a GSA Schedule or the SBA 8(a) Program.*



# The 5 Basic Steps to Becoming an FDIC Contractor

1. Review the list of 23 primary service categories for which the FDIC contracts with businesses. Make sure your products and/or services are listed (refer to the next five slides).
2. Prepare to register in SAM (System for Award Management) by gathering all the necessary information (refer to slide 12). SAM is the registration system for all contractors who will be paid by a government agency for performing work.
3. Register in SAM and the FDIC Contractor Resource List ([fdic-crl.com](https://fdic-crl.com))
4. Contact OMWI (refer to slide 15) to let them know who you are and that you are ready, willing, and able to bid on upcoming contract opportunities. Provide the FDIC with your capability statement.
5. Bonus Option: Consider seeking third-party certification for your type of business (small disadvantaged business, minority-owned business, women-owned business, veteran-owned business, etc.). This is not required, but will increase your credibility as you grow your business.



# FDIC's 23 Primary Service Categories *(Slide 1 of 4)*

	Service Category
1	Receivership Assistance – provides pro-forma accounting, temporary asset management and investigation services.
2	Temporary Staffing – temporary hiring of failed financial institution employees and payroll management services.
3	Business Information System Services – provides information technology support for data transfer from various systems utilized in the industry, both pre- and post-closing.
4	Real Estate Property Management and Disposition.
5	Real Estate Appraisal and Review Services – provides real estate appraisals and comprehensive and comparative review services.
6	Financial Advisors to value loan portfolios and/or securities.
7	Due Diligence reviews of loan portfolios.





# FDIC's 23 Primary Service Categories *(Slide 2 of 4)*

	Service Category
8	Financial Advisors to market and sell securities, mortgage servicing rights, notes, and loan portfolios.
9	Web-based Asset Marketing – provides Internet marketing of various types of assets.
10	Auction Services for Furniture, Fixtures and Equipment.
11	Loss Share Purchase and Assumption Agreement Oversight – provides asset management and on-site audit/review expertise.
12	Loan Servicing and Loan Management – provides loan servicing systems and oversight as well as experienced loan management personnel to manage performing and non-performing loan portfolios.
13	Loan Servicing Oversight.



# FDIC's 23 Primary Service Categories *(Slide 3 of 4)*

	Service Category
14	Accountants – provides accounting services to support the receivership program; services include performing cashier and wire operations, accounts payable, bank account control unit , and reconciliations.
15	Consultants for government guaranteed loans, construction loan management, and credit card portfolios.
16	Underwriting – purchases corporate bonds, commercial paper, government securities, municipal general-obligation bonds, loans, or other securities for resale to investors.
17	Forced Place Insurance – provides insurance brokerage services with various insurance carriers.
18	Trustee and Document Custodian.
19	Subsidiary Management – provides management of subsidiaries and services related to the sale, liquidation, or dissolution of subsidiaries.



# FDIC's 23 Primary Service Categories *(Slide 4 of 4)*

	Service Category
20	Environmental Assessment Services – provides environmental site assessments and reviews.
21	Investigation Services – provides pre- and post-closing financial transaction analysis, forensic accounting, and advisory services.
22	Call Center Services – provides customer service and call center communication services at failed financial institutions.
23	Retirement Plan Administration, Audit, and Termination Services – provides these services at closing and post-closing for various retirement and stock option plans in receiverships.



# Prepare to Register in SAM

	What you need	Where/How to get it
1	DUNS number (Data Universal Numbering System) – this is a unique nine digit identifying number available for free from Dunn & Bradstreet	Dunn & Bradstreet <a href="http://dnb.com/US/dunsupdate">dnb.com/US/dunsupdate</a>
2	Federal Tax ID number – either one: <ul style="list-style-type: none"><li>• Employer Identification number (EIN)</li><li>• Taxpayer Identification number (TIN)</li></ul>	Internal Revenue Service (IRS) <ul style="list-style-type: none"><li>• EIN: if incorporated, you have this</li><li>• TIN: this is your social security number</li></ul>
3	NAICS code(s) for your business (North American Industry Classification )	US Census Bureau <a href="http://census.gov/eos/www/naics/">census.gov/eos/www/naics/</a>
4	SIC code for your business (Standard Industrial Classification)	U.S. Department of Labor: OSHA <a href="http://osha.gov/pls/imis/sicsearch.html">osha.gov/pls/imis/sicsearch.html</a>
5	Bank routing and account numbers (to receive payments electronically)	Listed at the bottom of your business checks.



# Register in SAM

- Web site: [sam.gov](https://sam.gov)
- Tips for registering:
  - Fill in all mandatory fields.
  - Fill in as many optional fields as possible.
  - Think of SAM as an all-in-one marketing sheet. Be descriptive, yet succinct.
  - A good practice is to update your information at least annually. All government agencies have access to this database and many use it to find contractors.
- **NOTE:** If you previously had a CCR registration, you automatically have a SAM registration. For help, contact the Federal Service Desk ([fsd.gov/](https://fsd.gov/))



# Contact the FDIC

- Start with the Office of Minority and Women Inclusion (OMWI) and set-up a meeting to introduce yourself, or make use of the resources available online at [fdic.gov/mwop](https://fdic.gov/mwop).
- Be sure to understand the FDIC Acquisition Procedures, including how the FDIC formulates Solicitation Lists.
- While meeting with OMWI, ask FDIC personnel to help you understand which products or services are currently in demand by the FDIC.
- Bring with you or send your business capabilities statement and your marketing materials for any meetings with FDIC personnel.
- Get in touch with the specific division or program your capabilities align with.



# OMWI Contact Information

- The OMWI promotes the mission of the FDIC to increase contracting and investment opportunities for minority- and women-owned businesses (MWOBs).
- OMWI MWOB email address: [mwoboutreach@fdic.gov](mailto:mwoboutreach@fdic.gov)



# Other Related Resources

- The FDIC OMWI is responsible for providing the FDIC with technical assistance and guidance to facilitate the identification, registration, and solicitation of MWOBs.
- The FDIC (OMWI) provides other related education modules:
  - Getting Certified as a Small Business
  - Building a Capabilities Statement
  - Registering as a Federal Contractor
  - Identifying Customers within the Agency





# Glossary of Acronyms

## Frequently Used Acronyms

SAM	System for Award Management	NAICS	North American Industrial Classification
DUNS	Data Universal Numbering System	OMWI	Office of Minority and Women Inclusion
EIN	Employer Identification Number	SBA	Small Business Administration
FAR	Federal Acquisition Regulations	SIC	Standard Industrial Classification
FDIC	Federal Deposit Insurance Corporation	SDB	Small Disadvantaged Business
MWOB	Minority- and Women-Owned Business	TIN	Taxpayer Identification Number



# Key Takeaways from This Module

- Doing your homework will help you to determine whether the FDIC procures your products or services.
- Taking the time to fill in your information in SAM completely and accurately is important because it serves as your all-in-one marketing fact sheet to federal agencies.
- Remember to update your SAM information at least annually.
- Talking with the FDIC OMWI will let you know if there is potential contracting opportunity for your business.



# Sources and Citations

- American Express, *Government Contracting – The Essentials*
- Ginny Schlosser, ProSidian Consulting, LLC, *Becoming an FDIC Supplier, Quick Reference Guide*
- FDIC, *Doing Business with the FDIC* brochure
- Peter Y. Dong, ProSidian Consulting, LLC, *Becoming an FDIC Supplier, Quick Reference Guide*