The GACO/GCAC program launched the Subcontracting Match Program (SMP) in November 1993. The original intent of the SMP was to create and maintain a searchable database of clients with an interest in subcontracting and match them to existing requirements received from local prime contractors. The SMP provided a means of identifying current opportunities for small businesses while helping local prime contractors identify new sources of supply or service and assisted them in meeting their small business participation goals. Over time, the SMP has proven to be a helpful resource to small businesses beyond matching businesses to prime contractors. This edition of the eBusiness Newsletter provides information on how the SMP is currently used.

What is the SMP today?

Still used as originally intended, the SMP database provides information to GACO/GCAC clients on current subcontracting opportunities with local prime contractors. These opportunities are typically for federal and state procurements and are most often construction related. Some of the recent prime contractors who submitted SMP requests are Mascaro Construction L.P., Walsh Construction and Hohl Industrial Services.

Today, the SMP is also used as a resource to provide clients with contracting opportunities received directly from local sources. This search is separate from the GACO/GCAC subscription bid matching service. The daily bid matches are generated by matching your profile against a number of federal, state and local government databases where current solicitations are posted. Often, we receive requests directly from local agencies that are not part of the daily bid matching service and we use the SMP database to get these notices out to our clients. Some of the sources for these notices are the Redevelopment Authority of the County of Washington, Community College of Allegheny County, Pittsburgh Public Schools, and the Housing Authority of the City of Pittsburgh. These notices cover a wide range of products and services to include construction and construction related products and services, architect/engineering, office supplies, maintenance agreements, food service, computer support services and much more.

Another way the SMP is used today is through our clients making direct requests for information. If a GACO/GCAC client is looking for a teaming/joint venture partner, a new supplier, or a company to provide a specific service, they can submit an SMP request to identify potential matches. Two examples of recent requests from clients were to identify companies that could provide assistance with preparing a business plan and logistics support on a government contract.

How does the SMP work?

For a business to be entered into the SMP database you must be a GACO/GCAC client and you must have a bid matching profile on file at one of our offices. Company information entered into the SMP database is gathered during a business's initial counseling session with a GACO/GCAC representative. During this session we discuss the basic information you need to know to do business with government agencies and/or prime contractors and create your bid matching profile. Instructions on finding out if you have a profile and are listed in the SMP database are provided on the following page.
Government agencies and prime contractors submit a bid notice identifying their specific requirements or complete our standard SMP Request Form. Once our office receives the official bid notice or form, we search the SMP database using the criteria supplied. Searchable criteria includes: keywords, North American Industry Classification System (NAICS) codes, Federal Supply Classification (FSC) codes, business size or type, and certifications. Any company meeting the criteria is emailed a copy of the bid notice or SMP Request Form and should follow-up with the agency or prime contractor directly. Government agencies or prime contractors making the inquiry are given a list of the companies that are potential matches to their request.

Any GACO/GCAC client interested in using the SMP program to identify potential teaming/joint venture partners or new supplier/service providers should complete the SMP Request Form. A copy will be supplied upon request.

**What Types of Companies are in the SMP?**

The SMP database contains information on a wide variety of businesses. The following list is a sample of the types of companies participating in the program:


**Products:** Advertising Signs, Aluminum Castings, Metal Stamping, Valves/Gaskets, Electrical Parts, Wooden Pallets, Conveyors, Office Furniture, Office Equipment, Machine Shops, Fabricators, Industrial Boilers, Sealants, Lubricants, Chemicals

Many more businesses of varying capabilities are currently listed in the SMP, and new companies are added to the database monthly. There are currently over 1,350 companies in the database and this includes small, woman-owned, disadvantaged, veteran and service-disabled veteran-owned businesses.

**Is your Company in the SMP Database?**

If you are interested in the SMP program but are unsure if your company information has been included in the database, please email gcac@sru.edu. If you are in the database, a one page datasheet on your company can be sent for your review. If we find that you are not included in the database, we will ask you to contact the GACO/GCAC office you are a client of for assistance in developing your profile. The offices and points of contact are listed below.

<table>
<thead>
<tr>
<th>California University GACO Office</th>
<th>Pittsburgh GACO Office</th>
<th>Slippery Rock University GCAC Office</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tracy Julian, Contracting Coordinator</td>
<td>Kate Lacey Glodek, Manager</td>
<td>Renee Decker, Manager</td>
</tr>
<tr>
<td>Phone: 724-938-5881</td>
<td>Phone: 412-237-6098</td>
<td>Phone: 724-738-2346</td>
</tr>
<tr>
<td>Fax: 724-938-4575</td>
<td>Fax: 412-237-6099</td>
<td>Fax: 724-738-2168</td>
</tr>
<tr>
<td>Email: <a href="mailto:julian@calu.edu">julian@calu.edu</a></td>
<td>Email: <a href="mailto:glodek@calu.edu">glodek@calu.edu</a></td>
<td>Email: <a href="mailto:renee.decker@sru.edu">renee.decker@sru.edu</a></td>
</tr>
</tbody>
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**Upcoming GACO/GCAC Sponsored Events**

11/20/14 – [DIBBS Quoting Webinar](#)

10/13/15 – GACO/GCAC's 28th Annual Procurement Opportunities Fair, Four Points by Sheraton Pittsburgh North, Mars, PA