









**HUBZone Electronic Application - Main Menu** 



Logout of HUBZone (Exit to GLS)

View Your Correspondence

Download List of Supporting Documents

Application Timeline-Interpreting Your HCTS Status Message

### **Application:**

- Read Application Guide
- Start Application Process

## SBA Form 2103 (02/28/2016)







Contracting Officer Resources What's New Contracting Assistance Who We Are Frequently Asked Questions
Library & Resources Contacts Are You In a HUBZone? Certified HUBZone Concerns









Please be advised



#### **ADVISORY**

- 1. SECURITY SETTINGS: Your 'Internet Service Provider' (ISP) or your internet browser may have the Security/Privacy settings preset to a level that might NOT allow the HUBZone System to perform correctly. Before you attempt to log in, please select this link 'How to verify my browser settings?' and make sure you have the right settings. After you establish that you have the right settings you may log in and complete the required steps.
- 2. BROWSER REQUIREMENTS: This application was originally developed for use on Microsoft Internet Explorer or Netscape versions less than 6.x. It is currently being updated to work with more modern browsers, but please be aware that this website may experience some minor issues with other browers, such as Firefox, Safari, or versions of Netscape 6.x and above.

Our form uses Pop-Ups which are by default blocked by the Windows XP operating system. To enable our form to work correctly, please select this link ' Block Pop-up Windows with Internet Explorer ' and follow the instructions under "To change Pop-up Blocker settings."

\* To see/modify your Browser settings follow the instructions below:

A.

- 1. For Internet Explorer Users: From your Internet Explorer's Tool Bar, select the Tools \ Internet Options \
  - Using the 'Security' TAB: Change the Security level to 'Default.'
  - Using the 'Privacy' TAB: Change the Privacy level to 'Medium.' MORE HELP
  - After modifying the settings, close the browser and start over.
- 2. For Netscape Users: Using the Edit \ Preferences \ Privacy & Security \
  - Using the 'Cookies' option: Enable cookies for the origination web site only. MORE HELP
  - After modifying the settings, close the browser and start over.
- B. If 'A' and/or 'C' do NOT apply in your case, then please talk to your 'Internet Service Provider' (ISP) and ask how the Security/Privacy settings can be changed to permit use of 'session variables' that are required for completion of this HUBZone Application.
- C. If 'A' and/or 'B' do NOT apply in your case, then please talk to your 'Network Administrator' and ask how the Security/Privacy settings can be changed to permit use of 'session variables' that are required for completion of this HUBZone Application.

NOTE: It is recommended that you revert back to your original 'Security/Privacy' settings after completing this HUBZone Application.

Continue

#### SBA Form 2103 (02/28/2016)







Contracting Officer Resources What's New Contracting Assistance Who We Are Frequently Asked Questions Library & Resources Contacts Are You In a HUBZone? Certified HUBZone Concerns

6/4/2019 screenshot 5.JPG







Please be advised



## **About the HUBZone Map**

To accurately determine whether you're in a qualified HUBZone, it's critical that you use the new map instead of the old map. Launched June 26, 2017, the new map has the latest data based on changes to the HUBZone Program.

When applying to HUBZone, use the new map to:

- 1. See whether your address is in a qualified HUBZone.
- 2. If it is, from the map, you can download the "Printable Version" needed for your application. This PDF shows your address is in a qualified HUBZone.

NOTE: Until the new map is fully integrated with the application form, the answers you see in the form about your location in a HUBZone may not be accurate.

The SBA will evaluate your application thoroughly using the latest data.

Contact us at <a href="https://hubzone@sba.gov">hubzone@sba.gov</a> with any questions or concerns.

Continue

Cancel





Start Application Process



It is recommended that you read the <u>HUBZone Program Guide</u> and review all regulatory hot links in each section as you complete the application.

The HUBZone application involves FIVE [5] steps. Carefully follow each step.



Verify if in HUBZone Need help?

Part of the eligibility criteria of the program is that the concern's <u>Principal Office</u> be located in a qualified <u>HUBZone</u> and at least 35% of its <u>employees</u> reside in a <u>HUBZone</u> (except for tribally owned concerns). The principal office is defined as the location where the greatest number of the concern's employees at any one location perform their work. However, for those concerns whose "primary industry" (see 13 CFR 121.107) is service or construction (see 13 CFR 121.201), the determination of principal office excludes the concern's employees who perform the majority of their work at job-site locations to fulfill specific contract obligations.

To determine if the concern's principal office is located in a HUBZone and if your employees reside in a HUBZone, you must:

- a. Select Verify if in HUBZone.
- b. On the map, enter an address and search.
- c. The map will show whether the address is in a qualified HUBZone.
- d. You can download the "Printable Version" needed for your application.

Please select 'Continue' button below and answer the questions that follow.

Continue

#### SBA Form 2103 (02/28/2016)







Contracting Officer Resources What's New Contracting Assistance Who We Are Frequently Asked Questions

Library & Resources Contacts Are You In a HUBZone? Certified HUBZone Concerns

6/4/2019 screenshot 7.JPG





Apply For HUBZone Certification



I will be guiding you through the application process. However, before we start, please read the following:

Any sensitive information collected in this application is necessary to determine if the business concern applying for HUBZone Certification complies with statutory and regulatory requirements.

It is recommended that you carefully review the following information before you begin.

- HUBZone Program Application Guide
- Small Business Size Standard Information
- Ownership & Control Information
- Affiliation Information
- Financial Information

Note: By selecting an item, you will be presented with text explaining the requirement.

You MUST complete this application in a single session. While entering data into the application, you must be connected to the Internet. The clock on each application page displays the time remaining for you to complete that page before the session times out. You must complete the page before it times out. Incomplete applications cannot be saved.

Are you rea	dy to procee	d with your applica	ation?
	Yes	No	
	103	110	

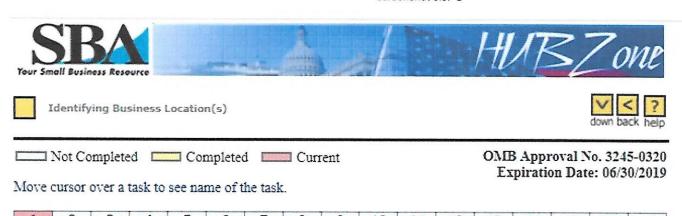
SBA Form 2103 (02/28/2016)

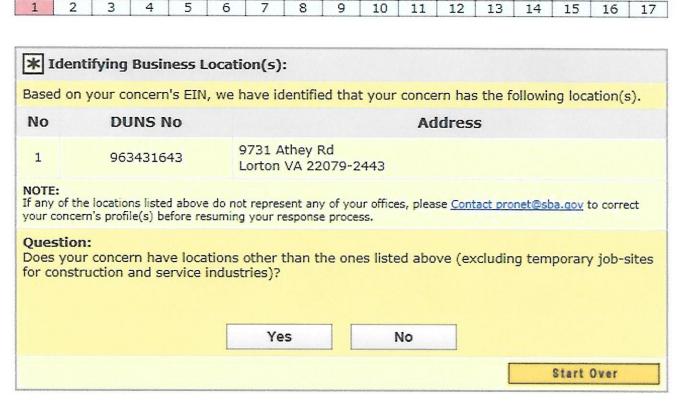






6/4/2019 screenshot 8.JPG





	Registe	ring Ot	her Bus	iiness I	ocatio	n(s) in	SAM								down ba	? ack help
	Not Co	-			•			rent				OMI Ex	B Appi pirati	roval N on Dat	No. 324 re: 06/3	5-0320 0/2019
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## \* Register ALL office location(s) in SAM & DSBS for your Business Concern:

- A. In order to complete the HUBZone Application ALL locations(s) for your business concern (excluding job sites for construction and service industries) MUST be registered and active (profile must be updated at least every 12 months) in SAM & DSBS.
- B. You have indicated that you do NOT have ALL location(s) for your business registered in SAM & DSBS.
- C. At this time you can set up a SAM and DSBS profile information one at a time by following the instructions below:

#### DO THE FOLLOWING:

#### In SAM:

- 1. Use the DUNs number for each business' location to register the new profile(s).
- 2. If you meet the criteria, identify your concern as a 'Small Business Concern.
- Provide only 2017 NAICS Code(s) in your DSBS and SAM Registration. Need Help in Selecting your 2017 NAICS?
- Towards the end of the SAM registration process, if the business has been determined to be a 'Small Business Concern', you will be prompted to enter some supplemental information for DSBS.

#### In DSBS:

- 1. On DSBS, please make sure you identify a 2017 NAICS Code as your Primary NAICS.
- When you have finished entering DSBS information, you may 'Return to HUBZone' and proceed.
- Repeat the above steps until ALL your office location(s) are registered in SAM & DSBS.

#### Please Note:

- By clicking the button below you will exit the SBA website completely and will be redirected to the SAM website
- 2. Your HUBZone certification session will be ended
- After completing your SAM registration, please wait at least 24 hours before attempting to restart your application for HUBZone status

Register in SAM

Previous Question

Start Over

#### SBA Form 2103 (02/28/2016)









**Determining Principal Office** 



Caution: DO NOT use the browser BACK button. Use the navigation buttons [Start Over and/or Previous Question] under every question you answer.

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★ Collect Employees(s) at each Business Location:	
Instruction: Please enter the number of individuals employed on a full-time	200

Please enter the number of individuals employed on a full-time, part-time, or other basis, so long as that individual works a minimum of 40 hours per month, at EACH of the following locations. This includes employees obtained from a temporary employee agency, leasing concern, or through a union agreement or co-employed pursuant to a professional employer organization agreement. SBA will consider the totality of the circumstances, including criteria used by the IRS for Federal income tax purposes and those set forth in SBA's Size Policy Statement No. 1, in determining whether individuals are employees of a concern. Volunteers (i.e., individuals who receive deferred compensation or no compensation, including no in-kind compensation, for work performed) are not considered employees. However, if an individual has an ownership interest in and works for the HUBZone SBC a minimum of 40 hours per month, that owner is considered an employee regardless of whether or not the individual receives compensation.

NOTE: The location(s) listed below should <u>NOT</u> account for any employee(s) that perform the majority of their work at job-site locations to fulfill specific contract obligations.

No	DUNS No	A	ddress	Number of Employees
1	963431643	9731 Athey Ro Lorton VA 220		
	employees of your co s-site locations?	oncern perform th	e majority of their	
		Submit	Clear	
			Previous Question	Start Over

6/4/2019 sceenshot 10.JPG



Confirmation of Principal Office



Caution: DO NOT use the browser BACK button. Use the navigation buttons [Start Over and/or Previous Question] under every question you answer.

Not Completed Current OMB Approval No. 3245-03

OMB Approval No. 3245-0320 Expiration Date: 06/30/2019

Move cursor over a task to see name of the task.

1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17

## \* Identifying Principal Office:

#### **Determination of Principal Office:**

Based on the number of employees supplied for each location on the previous page, it was determined that the Principal Office location where the greatest number of employees perform their work, is at the location with DUNS No: 963431643.

The location with this DUNS is your concern's <u>Principal Office</u>.

If this is correct, please select the 'Continue' button below to proceed.

If this is not correct, please select the 'Previous Question' button below to correct your response.

No	DUNS No	Address	No of Employees
1	963431643	9731 Athey Rd Lorton VA 22079-2443	4
umber of em job-site loca		n who perform the majority of their work	6
		TOTAL number of employees:	10
		Continue	

6/4/2019 screenshot 11.JPG



HUBZone Internet Application Form

Caution: DO NOT use the browser BACK button. Use the navigation buttons [Start Over and/or Previous Question] under every question you answer.

Not Completed Current OMB Approval No. 3245-0320
Expiration Date: 06/30/2019

Move cursor over a task to see name of the task.

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Please verify the BUSINESS NAME below and carefully answer the QUESTION that follows:

Legal Business Name\* 'Hisoft Solutions L.L.C.'

#### \*Note:

Only the firm's legal business name may be used to apply for HUBZone certification. SBA will not accept applications submitted using "doing business as" (DBAs) or assumed fictitious name.

#### Question:

Does the business name appearing above operate out of the <u>Principal Office</u> for your HUBZone Application?

If the information above is correct, please click 'YES' to continue with your SBA application.

Yes

No

Previous Question

Start Over





Caution: DO NOT use the browser BACK button. Use the navigation buttons [Start Over and/or Previous Question] under every question you answer.

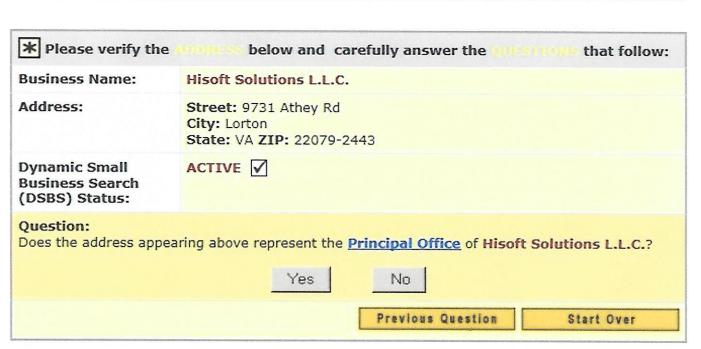
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OMB Approval No. 3245-0320

Expiration Date: 06/30/2019

Move cursor over a task to see name of the task.

6 9 10 11 12 13 14 15 16 17









Caution: DO NOT use the browser BACK button. Use the navigation buttons [Start Over and/or Previous Question] under every question you answer.

Not Completed Completed Current

OMB Approval No. 3245-0320 Expiration Date: 06/30/2019

Move cursor over a task to see name of the task.

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## \* Please Update your SAM profile with

#### Need to correct Business Name?

Address: Street

City: Lorton

State: VA ZIP: 22079-2443

Street: 9731 Athey Rd

#### Instructions:

- 1. Select the 'Update Profile in SAM and Dynamic Small Business Search Page' button below.
- You will be automatically directed to the SAM web site. When you get there, enter the appropriate name in the "Business Name" field.
- 3. Ensure that your profile has the following:
  - a '2017 NAICS' which represents your primary business in your SAM profile. <u>Need</u>
     <u>Help in Selecting your 2017 NAICS?</u>
  - complete and correct address. Your address in the profile is as displayed above.
- 4. Save your changes.
- 5. Wait 24 hours to allow us to process this information, then come back to the HUBZone web site at www.sba.gov/hubzone to re-start the HUBZone application process.

Update Profile in SAM

**Previous Question** 

Start Over

6/4/2019 screenshot 13.JPG





**HUBZone Online Certification** 



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	e the browser BACK butto rious Question] under eve				
	Completed Current OMB Approval No. 3245-0320 Expiration Date: 06/30/2019 sor over a task to see name of the task.				
1 2 3 4	5 6 7 8 9	10 11 12 1	3 14 15 16 17		
* Please verify the	below and car	efully answer the	that follow:		
Business Name:	Hisoft Solutions L.L.C.				
Address:	Street: 9731 Athey Rd City: Lorton State: VA ZIP: 22079-24	143			
Dynamic Small Business Search (DSBS) Status:	ACTIVE				
Question: Does the address appe	aring above represent the P	<u>Principal Office</u> of His	oft Solutions L.L.C.?		
	Yes	No			
		Previous Question	Start Over		



# This site says...

According to 13 CFR 103, the definition of Principal Office is where the greatest number of the Applicant Business Concern's employees, at a single location, perform their work. If this location does not meet this definition, this may result in the decline of the Applicant Business Concern's application.

Select 'OK' button to proceed

OR

Select ' Cancel ' button if this is not your Principal Office.

OK

Cancel









Caution: DO NOT use the browser BACK button. Use the navigation buttons [Start Over and/or Previous Question] under every question you answer. Not Completed Completed Current OMB Approval No. 3245-0320 Expiration Date: 06/30/2019

Move cursor over a task to see name of the task.

-	THE REAL PROPERTY.	CONTRACTOR AND DESCRIPTION OF THE PERSON NAMED IN		-													
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\* Verification of DUNS and additional information for this address:

**DUNS** number for this address: 963431643

Tax ID: 264671475

CAGE 62RN9

#### Question:

Does the DUNS number appearing above represent your Principal Office?

If yes, select the 'Continue' button below and proceed. If not, return to your GLS account and make sure the correct DUNS for the principal office is reported. If you need assistance with displaying the correct DUNS in your GLS profile, please contact itsecurity@sba.gov. However, if you require assistance with DSBS, please contact 202-205-9984 or email pronet@sba.gov.

Continue

Previous Question

Start Over









Caution: DO NOT use the browser BACK button. Use the navigation buttons [Start Over and/or Previous Question] under every question you answer. Not Completed Completed Current OMB Approval No. 3245-0320 Expiration Date: 06/30/2019 Move cursor over a task to see name of the task.

8 9 10 15 17

## \* Principal Office:

#### Question:

Based on the employment information you provided the address is your principal location. Is the employment information correct?

Yes

\* No profile representing Principal Office:



#### What's the problem?

It is a requirement that the Business Concern Applying for HUBZone Certification must use the Dynamic Small Business Page Information that represents the Principal Office. Since you stated that you do not have Dynamic Small Business Page Information that represents your Principal Office, you must register a new profile in SAM and Dynamic Small Business Page now.

#### How to Proceed?

Select the 'Register New Profile in SAM' button below. It takes you back to Step 2 (Register in Dynamic Small Business Search (DSBS)) of the HUBZone Application Process. Carefully follow the instructions there and register a new profile in SAM and Dynamic Small Business Page with another DUNS number.

Register new Profile in SAM and DSBS

Previous Question

Start Over



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Caution: DO NOT use the browser BACK button. Use the navigation buttons [Start Over and/or Previous Question] under every question you answer.

Not Completed Current OMB Approval No. 3245-0320
Expiration Date: 06/30/2019

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## \* Principal Office:

#### Question:

Based on the employment information you provided the address is your principal location. Is the employment information correct?

Yes

\* No profile representing Principal Office:



#### What's the problem?

It is a requirement that the Business Concern Applying for HUBZone Certification must use the Dynamic Small Business Page Information that represents the <u>Principal Office</u>. Since you stated that you do not have Dynamic Small Business Page Information that represents your Principal Office, you must register a new profile in SAM and Dynamic Small Business Page now.

#### How to Proceed?

Select the 'Register New Profile in SAM' button below. It takes you back to Step 2 (Register in Dynamic Small Business Search (DSBS)) of the HUBZone Application Process. Carefully follow the instructions there and register a new profile in SAM and Dynamic Small Business Page with another DUNS number.

Register new Profile in SAM and DSBS

Previous Question

Start Over

http://www.cha.com/

6/4/2019 screenshot 15.JPG



**HUBZone Online Certification** 



Start Over

Caution: DO NOT use the browser BACK button. Use the navigation buttons [Start Over and/or Previous Question] under every question you answer.

Not Completed Current OMB Approval No. 3245-0320
Expiration Date: 06/30/2019

Move cursor over a task to see name of the task.

# Verification of DUNS and additional information for this address:

DUNS number for this address: 963431643 

Tax ID: 264671475

CAGE 62RN9

Question:
Does the DUNS number appearing above represent your Principal Office?

If yes, select the 'Continue' button below and proceed. If not, return to your GLS account and make sure the correct DUNS for the principal office is reported. If you need assistance with displaying the correct DUNS in your GLS profile, please contact itsecurity@sba.gov. However, if you require assistance with DSBS, please contact 202-205-9984 or email pronet@sba.gov.

Continue

Previous Question

6/4/2019 screenshot 16.JPG







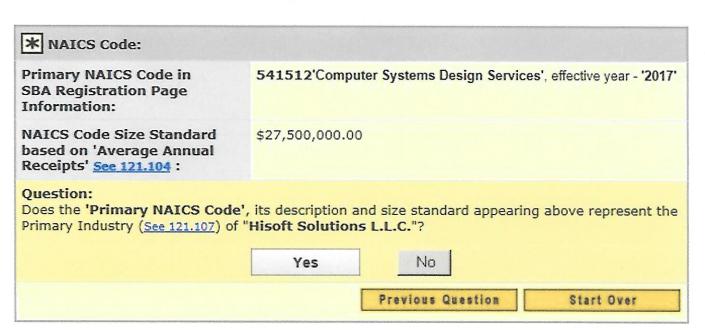
**HUBZone Online Certification** 

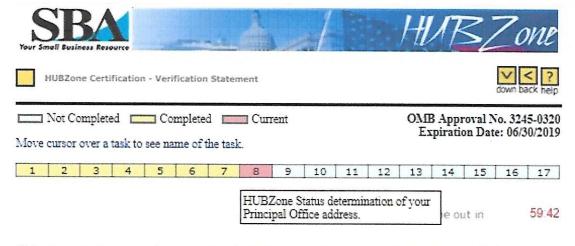


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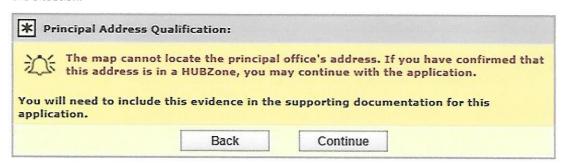
Not Completed Current OMB Approval No. 3245-0320 Expiration Date: 06/30/2019

Move cursor over a task to see name of the task.





If this situation persists, please contact the HUBZone Help Desk at HUBZone@sba.gov explaining the situation.









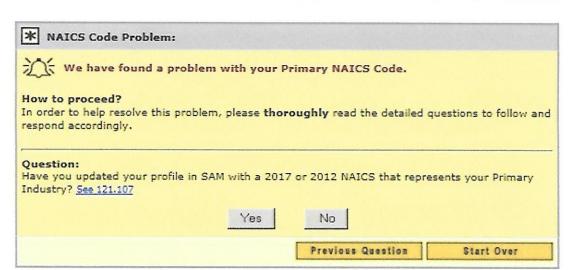
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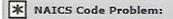
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OMB Approval No. 3245-0320 Expiration Date: 06/30/2019

Move cursor over a task to see name of the task.

1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17





Primary NAICS Code in Dynamic Small Business Search Page Information: 541512 does NOT represent your Primary Industry



## **NAICS Code Problem!**

#### What's the problem?

Although you indicated in the last question that you have updated your SAM profile with a 2017 or 2012 NAICS Code that represents your primary industry, but that has not been identified in your Dynamic Small Business Search Page Information as your Primary NAICS.

#### How to proceed?

Select the 'Identify Primary NAICS in Dynamic Small Business Search Page' button below, then carefully read and respond to instructions on the following page and identify a 2017 or 2012 NAICS Code as your Primary NAICS Code in Dynamic Small Business Search Page.

Identify Primary NAICS in Dynamic Small Business Searc

Previous Question

Start Over













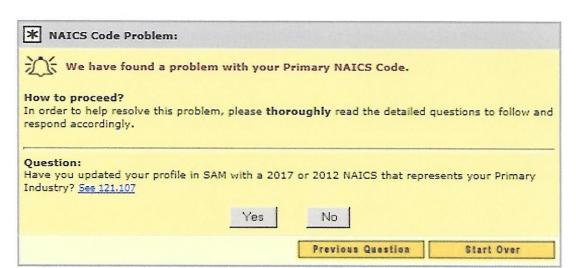
Caution: DO NOT use the browser BACK button. Use the navigation buttons [Start Over and/or Previous Question] under every question you answer.

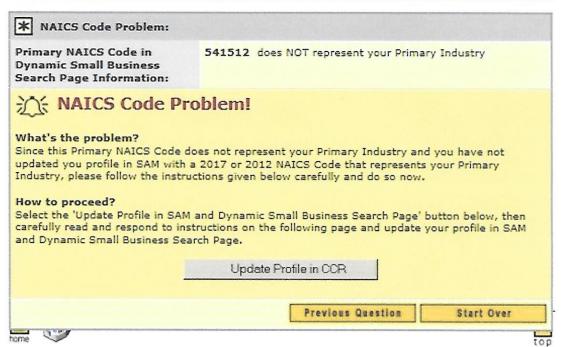
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OMB Approval No. 3245-0320 Expiration Date: 06/30/2019

Move cursor over a task to see name of the task.

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6/4/2019 screenshot 18.JPG



Not Completed Completed Current OMB Approval No. 3245-0320
Expiration Date: 06/30/2019

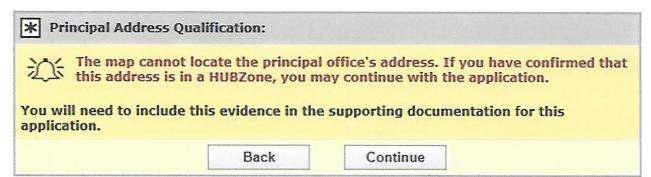
Move cursor over a task to see name of the task.

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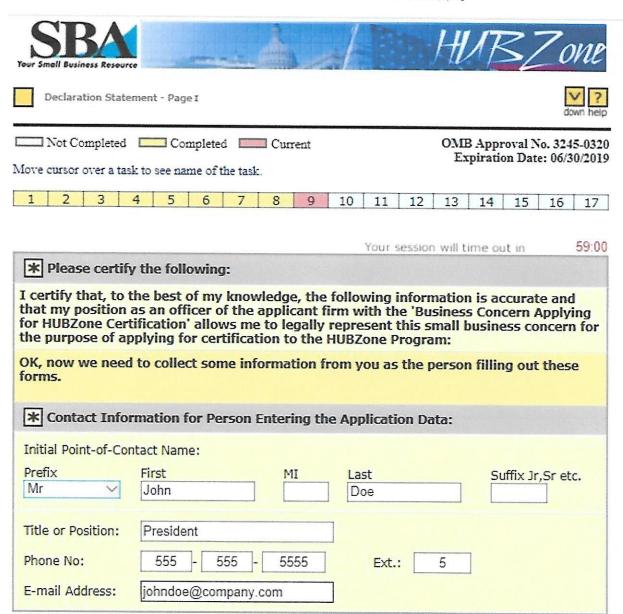
Your session will time out in

59:50

If this situation persists, please contact the HUBZone Help Desk at **HUBZone@sba.gov** explaining the situation.



6/4/2019

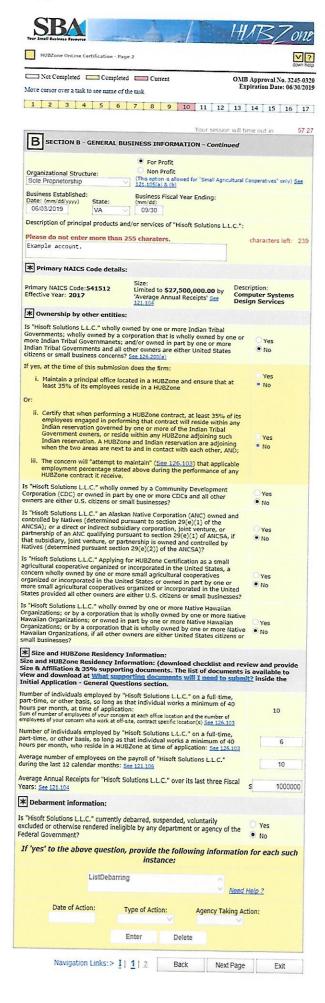


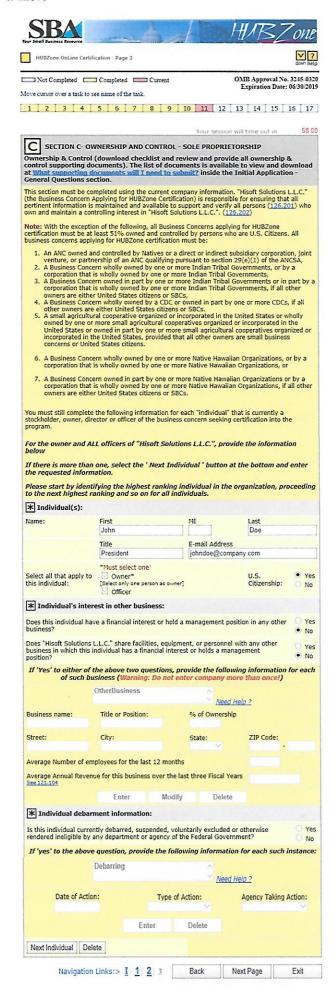
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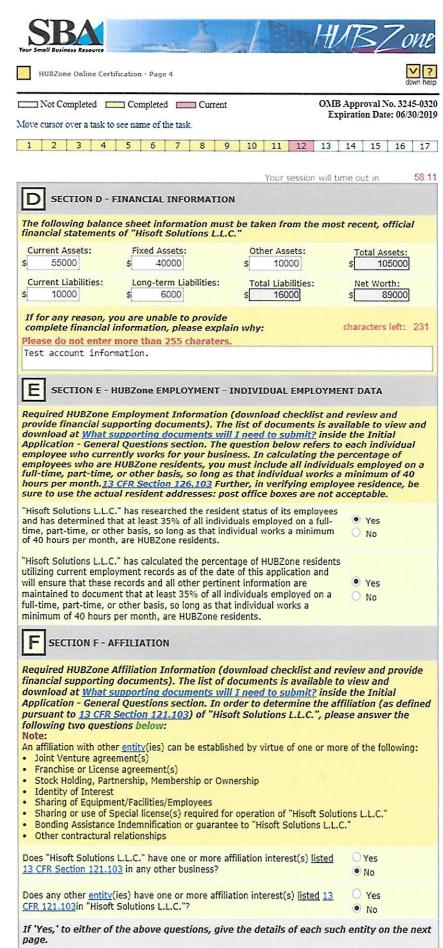
Next Page

Exit

	ss Resource			W/S/one
HUBZone	Online Certificati	on - Page 1		drwn be
Not Com	pleted C	ompleted Cur	rent	OMB Approval No. 3245-032
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(i) Maintain	a principal of eside in a HUI	ffice located in a	HUBZone and ensure th	at at least 35% of its
(ii) Certify ti	hat when nor	fo		
by one or mo adjoining suc	ore of the Ind	ian Tribal Govern	ne contract, at least 35 side within any Indian ment owners, or reside one and Indian reserval act with each other; an	reservation governed within any HUBZone
(iii) The cond	cern will "att	omnt to	' <u>(see 126.103)</u> that ap nance of any HUBZone	
we have dete address of "H	ermined the fo	Mouring for the	eographical location of	the principal office
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				No
Located in a qualified non-metropolitan County based on income?     Located in a qualified non-metropolitan County based on income?				No
<ul> <li>Located in a qualified non-metropolitan County based on unemployment?</li> <li>Located within the external boundary of a Federally recognized Indian reservation?</li> </ul>				
<ul> <li>Located within the Difficult Development Area?</li> </ul>				
Located within the BRAC Former Military Base?				
Located in a <u>redesignated</u> area?				
Located within the Major Disaster Area?				
Located within the Catastrophic Incident Area?				
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<b>Ve have deter leographical le bove determi</b> I disagree, a HUBZone locat	ination, pleas and I believe tion.	e check the box:	pal office is located	in a qualified
Ve have deter leographical M bove determi I disagree, a HUBZone locat	ination, pleas and I believe tion.	e check the box:	v ior any reason you di	in a qualified
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6/4/2019 screenshot 24.JPG

Your Small Business Resource	HUBZone	
HUBZone Online Certification - Page II	down help	
Not Completed Completed Current	OMB Approval No. 3245-0320	
Move cursor over a task to see name of the task.	Expiration Date: 06/30/2019	

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55:26 Your session will time out in Notice of Verification The SBA will need to verify your ability to represent "Hisoft Solutions L.L.C." for HUBZone certification. To facilitate this process, the system is designed to automatically identify the highestranking officer named earlier in Section C of this application. You can choose to override this designation with another 'Key Person,' that is an officer, by using the drop down menu, but this action will be recorded and may prompt an inquiry. You may also choose to identify someone other than a 'Key Person,' and this would be entered in the section titled 'Other.' Please be advised that you must submit the required documents within 10 business days. If your documents are not received, the application will be withdrawn. If the application is withdrawn, you will be able to start a new application. Identify the person that can verify that you have the authority to submit this form on behalf of the Firm (Additional Point of Contact): The responding officer will need to have the SBA Customer password for "Hisoft Solutions L.L.C." and his/her e-mail address available. The e-mail notice he/she receives will provide the HUBZone application number automatically. Key Person List Other Other: Contact Name: First MI Last Suffix Jr.Sr etc. Test Account Title CEO

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Submit	Exit

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Ext.

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mtesting205@gmail.com

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Phone Number

E-mail Address