

FAIRFAX COUNTY, VIRGINIA

Federal Procurement for Small Businesses



The U.S. federal government is the world's largest buyer of goods and services, awarding more than \$498 billion in contracts every year. The U.S. government encourages federal government agencies to give procurement preference to small, small disadvantaged, veteran- and woman-owned firms by establishing annual procurement goals, contract set-asides, certifications and technical assistance programs. Many large prime contractors also set aside subcontracting opportunities for such firms.

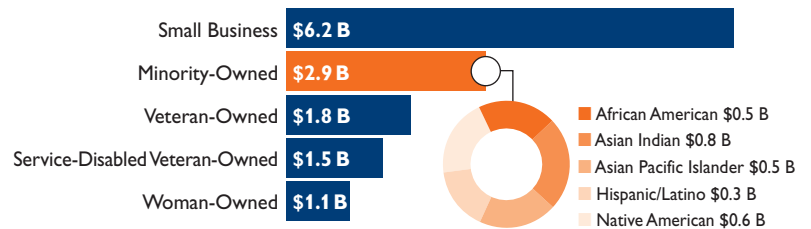
Top Minority-, Woman- and Veteran-Owned Contractors Headquartered in Fairfax County

AbleVets	www.ablevets.com
ActionNet	www.actionnet.com
Advanced Computer Concepts	www.acc.net
Alvarez	www.alvarezit.com
Ampcus	www.ampcus.com
Agile Defense	www.agile-defense.com
Computer Craft Corporation	www.computercraft-usa.com
Covenant Security Solutions	www.covenantsec.com
E3 Federal Solutions	www.e3federal.com
Excellus Solutions	www.excellussolutions.com
Favor Tech Consulting	www.favortechconsulting.com
FOUR Inc.	www.fourinc.com
Four Points Technology	www.4points.com
Government Scientific Source	www.govsci.com
HydroGeologic	www.hgl.com
Integrity Applications Incorporated	www.integrity-apps.com
I3 Federal	www.i3federal.com
Iron Bow Technologies	www.ironbow.com
Knight Point Systems	www.knightpoint.com
Liberty IT Solutions	www.libertyits.com
MicroTechnologies	www.microtech.com
Minburn Technology Group	www.minburntech.com
NSSPlus	www.nssplus.com
OBXTech	www.obxtek.com
Octo Consulting Group	www.octoconsulting.com
Pragmatics	www.pragmatics.com
Pyramid Systems	www.pyramidsystems.com
Sallyport Global	www.sallyportglobal.com
Sekon Enterprises	www.sekon.com
Strategic Operational Solutions	www.stopso.com
System High Corporation	www.systemhigh.com
TAPE	www.tape-llc.com
Technatomy	www.technatomy.com
Three Wire Systems	www.threewiresys.com
ThunderCat Technology	www.thundercattech.com
VAE Inc.	www.vaeit.com
ViOn Corporation	www.vion.com

KEY:

- African American-owned
- Alaskan or Native American-owned
- Asian Pacific Islander-owned
- Sub Continental Asian-owned
- Hispanic-owned
- Woman-owned
- Veteran-owned
- Service-disabled veteran-owned

CONTRACT AWARDS BY SET-ASIDE PROGRAM, FY2017 (\$ Billions)



Resources

SMALL BUSINESS ADMINISTRATION (SBA) PROGRAMS

- 8(a) Business Development Program (www.sba.gov/8abd)
- HUBZone Program (Historically Underutilized Business Zones) (www.sba.gov/content/understanding-hubzone-program)
- Office of Government Contracting (www.sba.gov/offices/headquarters/ogc)
- Service-Disabled Veteran-Owned Business Program (www.sba.gov/sdvosb)

Sources: USASpending.gov, SAM.gov, FCEDA and individual company websites.

continued >

FAIRFAX COUNTY ECONOMIC DEVELOPMENT AUTHORITY

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Resources, continued

- Small Business Contracting Program (www.sba.gov/size/)
- Small Disadvantaged Businesses Program (www.sba.gov/contracting/government-contracting-programs/small-disadvantaged-businesses)
- Woman-Owned Small Business Program (www.sba.gov/content/women-owned-small-business-program)

CONTRACTOR REGISTRATION

- Dynamic Small Business Search (http://dsbs.sba.gov/dsbs/search/dsp_dsbs.cfm)
- System for Award Management (SAM) (www.sam.gov)

MARKET RESEARCH

- FedBizOpps (www.FedBizOpps.gov)
- SBA Business Opportunities (www.sba.gov/category/navigation-structure/contracting/contracting-opportunities)
- SUB-NET (<http://web.sba.gov/subnet>)

8(A) BUSINESS

- National 8(a) Association (www.national8aassociation.org)
- SBA Mentor-Protégé Program (www.sba.gov/content/mentor-protege-program)

MINORITY-OWNED BUSINESS

- Minority Business Development Agency (www.mdba.gov)

SMALL BUSINESS

- American Small Business Coalition (www.theasbc.org)
- Center for Innovative Technology (www.cit.org)

ASSISTANCE FOR SMALL BUSINESS INNOVATION RESEARCH GRANT APPLICANTS

- Procurement Technical Assistance Program (PTAP) (www.vaptap.org)
- SCORE (Service Corps of Retired Executives) (www.score.org)
To schedule an appointment with a SCORE counselor at the FCEDA, visit www.fairfaxcountyeda.org/score-counseling.
- SECAF (Small and Emerging Contractors Advisory Forum) (www.secaf.org)

VETERAN-OWNED BUSINESS

- Center for Veterans Enterprise—VetBiz (www.va.gov/osbdu)
- National Veteran Small Business Coalition (NVSBC) (<http://nvsbc.org>)
- Veteran's Business Outreach Center (www.cbponline.org)

WOMAN-OWNED BUSINESS

- SBA Office of Women's Business Ownership (www.sba.gov/offices/headquarters/wbo)
- Women's Business Center of Northern Virginia (www.cbponline.org/CBP-Programs/Womens-Business-Center-of-Northern-Virginia.aspx)

FCEDA BUSINESS DIVERSITY DIVISION

The Fairfax County Economic Development Authority (FCEDA) works to strengthen the business environment for small, minority, woman, and veteran-owned businesses in Fairfax County. FCEDA services include start-up assistance, site location information and services, demographic and business data, business counseling through an arrangement with SCORE, as well as several entrepreneur workshops throughout the year. For additional information, contact Karen Smaw, director, business diversity, or visit www.fairfaxcountyeda.org/our-diverse-business-community/small-minority-and-woman-owned-firms and www.fairfaxcountyeda.org/business-resources.

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