

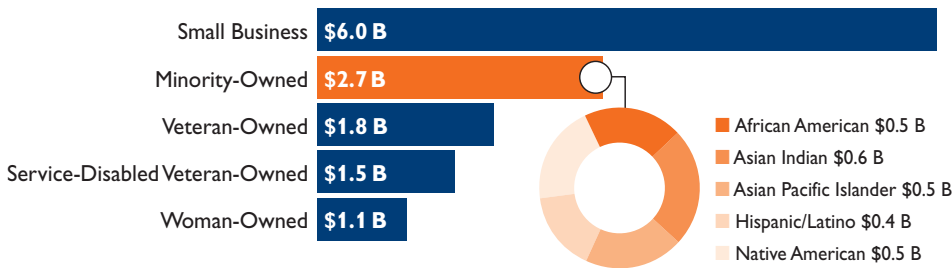
# FAIRFAX COUNTY, VIRGINIA

## Federal Procurement for Small Businesses



The U.S. federal government is the world's largest buyer of goods and services, awarding more than \$461 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.

### CONTRACT AWARDS BY SET-ASIDE PROGRAM, FY2016 (\$ Billions/\$ Millions)



# 1,100+

OF FAIRFAX COUNTY'S  
FEDERAL VENDORS ARE  
MINORITY-OWNED

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

ActioNet ● ●	www.actionet.com
Advanced Computer Concepts ●	www.acc.net
Alvarez & Associates ● ● ●	www.alvarezassociates.com
ASRC Federal DNC ●	www.asrcfederal.com
Excellus Solutions ●	www.excellussolutions.com
Femme Comp ●	www.femmecomp.com
Government Scientific Source ●	www.govsci.com
Hydrogeologic ●	www.hgl.co
i3 Federal ● ●	www.i3federal.com
IBA ●	www.ibacorp.us
Integrity Applications Incorporated ●	www.integrity-apps.com
Knight Point Systems ● ●	www.knightpoint.com
MicroTech ● ● ●	www.microtech.net
Octo Consulting Group ●	www.octoconsulting.com
Pragmatics ●	www.pragmatics.com
SAVA Workforce Solutions ●	www.savasolutions.com
Strategic Operational Solutions ● ● ●	www.stopsso.com
Technatomy ● ● ●	www.technatomy.com
Three Wire Systems ● ●	www.threewiresys.com
ThunderCat Technologies ● ●	www.thundercattech.com
US 21 ●	www.us21.com

#### KEY:

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

### Resources

#### SMALL BUSINESS ADMINISTRATION (SBA) PROGRAMS

- 8(a) Business Development Program ([www.sba.gov/8abd](http://www.sba.gov/8abd))
- HUBZone Program (Historically Underutilized Business Zones) ([www.sba.gov/content/understanding-hubzone-program](http://www.sba.gov/content/understanding-hubzone-program))
- Office of Government Contracting ([www.sba.gov/offices/headquarters/ogc](http://www.sba.gov/offices/headquarters/ogc))
- Service-Disabled Veteran-Owned Business Program ([www.sba.gov/sdvosb](http://www.sba.gov/sdvosb))
- Small Business Contracting Program ([www.sba.gov/size/](http://www.sba.gov/size/))
- Small Disadvantaged Businesses Program (<https://www.sba.gov/contracting/government-contracting-programs/small-disadvantaged-businesses>)
- Woman-Owned Small Business Program ([www.sba.gov/content/women-owned-small-business-program](http://www.sba.gov/content/women-owned-small-business-program))

*continued >*

Sources: Federal Procurement Data System, Central Contractor Registration, Hoovers and individual company websites.

## FAIRFAX COUNTY

### ECONOMIC DEVELOPMENT AUTHORITY

8300 Boone Boulevard, Suite 450, Tysons Corner, Virginia 22182 • 703-790-0600 • [info@fceda.org](mailto:info@fceda.org) • [www.FairfaxCountyEDA.org](http://www.FairfaxCountyEDA.org)

## Resources, continued

### CONTRACTOR REGISTRATION

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

### MARKET RESEARCH

- FedBizOpps ([www.FedBizOpps.gov](http://www.FedBizOpps.gov))
- Offices of Small and Disadvantaged Business Utilization (<https://business.usa.gov/OSDBU-Offices>)
- SBA Business Opportunities ([www.sba.gov/category/navigation-structure/contracting/contracting-opportunities](http://www.sba.gov/category/navigation-structure/contracting/contracting-opportunities))
- SBA Subcontracting Directories (<https://www.sba.gov/contracting/finding-government-customers/subcontracting/sub-net>)
- SUB-NET (<http://web.sba.gov/subnet>)

### 8(A) BUSINESS

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

### MINORITY-OWNED BUSINESS

- Minority Business Development Agency ([www.mbda.gov](http://www.mbda.gov))

### SMALL BUSINESS

- American Small Business Coalition ([www.theasbc.org](http://www.theasbc.org))
- Center for Innovative Technology ([www.cit.org](http://www.cit.org))

### ASSISTANCE FOR SMALL BUSINESS INNOVATION RESEARCH GRANT APPLICANTS

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

### 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](http://www.fairfaxcountyeda.org/our-diverse-business-community/small-minority-and-woman-owned-firms) and [www.fairfaxcountyeda.org/business-resources](http://www.fairfaxcountyeda.org/business-resources).

### VETERAN-OWNED BUSINESS

- Center for Veterans Enterprise—VetBiz ([www.vetbiz.gov](http://www.vetbiz.gov); [www.vip.vetbiz.gov](http://www.vip.vetbiz.gov))
- National Veteran Small Business Coalition (NVSBC) (<http://nvsbc.org>)
- Service-Disabled Veteran-Owned Small Business Council ([www.sdvosb-council.org](http://www.sdvosb-council.org))
- Veteran's Business Outreach Center ([www.cbponline.org](http://www.cbponline.org))

### WOMAN-OWNED BUSINESS

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

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