

# GOVERNMENT CONTRACTING FOR SMALL BUSINESS

## FEDERAL PROCUREMENT FISCAL YEAR: OCTOBER 1-SEPTEMBER 30

**\$615B**  
FY2021

▶ **\$152B**  
FOR SMALL BUSINESS

▶ 23% SMALL BUSINESS PROCUREMENT GOAL (PRIME CONTRACTS)

**\$31B**  
TO FAIRFAX COUNTY VENDORS



**Register at the System for Award Management:**  
[sam.gov/SAM](http://sam.gov/SAM)



**U.S. Small Business Administration Federal Certification Programs:**  
[sba.gov/federal-contracting/contracting-assistance-programs](http://sba.gov/federal-contracting/contracting-assistance-programs)

- 8(a) Business Development Program
- HUBZone
- Service-Disabled Veteran-Owned Business
- Small Disadvantaged Businesses
- Woman-Owned Business



**Assistance:**  
George Mason University/Procurement Technical Assistance Program  
[virginiaptap.org](http://virginiaptap.org)

Community Business Partnership  
[cbponline.org](http://cbponline.org)

“Fairfax County is a heart and soul of Federal Government contracting business. Fairfax County has prime location which provides extremely talented and diversified pool of candidates which has been a key ingredient to grow Zantech.”

— Zia Islam, President and CEO, Zantech



## VIRGINIA STATE PROCUREMENT FISCAL YEAR: JULY 1-JUNE 30

**\$9.1B**  
FY2021

▶ **\$616.5M**  
TO FAIRFAX COUNTY VENDORS



**Register at eVA:**  
[eva.virginia.gov](http://eva.virginia.gov)



**State Certification Programs:**  
[sbsd.virginia.gov/certification-division](http://sbsd.virginia.gov/certification-division)

- Disadvantaged Business Enterprises (DBE)
- Employment Services Organizations (ESO)
- Minority-Owned Business
- Woman-Owned Business
- Small Business
- Micro Business



**Assistance:**

Virginia Department of Small Business and Supplier Diversity  
[sbsd.virginia.gov](http://sbsd.virginia.gov)

Community Business Partnership  
[cbponline.org](http://cbponline.org)

## FAIRFAX COUNTY PROCUREMENT\* FISCAL YEAR: JULY 1-JUNE 30

**\$850M**  
FY2021

▶ **\$194M**  
FOR SMALL, WOMAN- AND MINORITY-OWNED BUSINESSES



**Register at eVA:**  
[eva.virginia.gov](http://eva.virginia.gov)



**Assistance:**

Fairfax County Department of Procurement and Material Management  
[fairfaxcounty.gov/procurement/vendors](http://fairfaxcounty.gov/procurement/vendors)

\*Fairfax County recognizes Small-, Woman- and Minority-Owned business certifications from the Virginia Department of Small Business and Supplier Diversity.

# ADDITIONAL RESOURCES AND OPPORTUNITIES

## FEDERAL GOVERNMENT: RESOURCE GUIDES/GRANTS AND CONTRACTING OPPORTUNITIES

- FEDBIZOPPS > [sam.gov/content/opportunities](https://sam.gov/content/opportunities)
- GRANTS.GOV > [grants.gov](https://grants.gov)
- GSA SCHEDULE > [gsa.gov/buying-selling/purchasing-programs/gsa-schedule](https://gsa.gov/buying-selling/purchasing-programs/gsa-schedule)
- Office of Small and Disadvantaged Business Utilization (OSDBUs)  
> [www.va.gov/osdbu](https://www.va.gov/osdbu)
- SBA Small Business Contracting Guide  
> [sba.gov/federal-contracting/contracting-guide](https://sba.gov/federal-contracting/contracting-guide)
- USA.Gov: Get Help with Government Contracting  
> [usa.gov/expand-business](https://usa.gov/expand-business)

## PROCUREMENT ACADEMY

FCEDA's Procurement Academy offers workshops focused on various aspects of the procurement process. For more information, contact [diversity-investment@fceda.org](mailto:diversity-investment@fceda.org).



## REGIONAL AUTHORITIES/AGENCIES: CONTRACTING OPPORTUNITIES

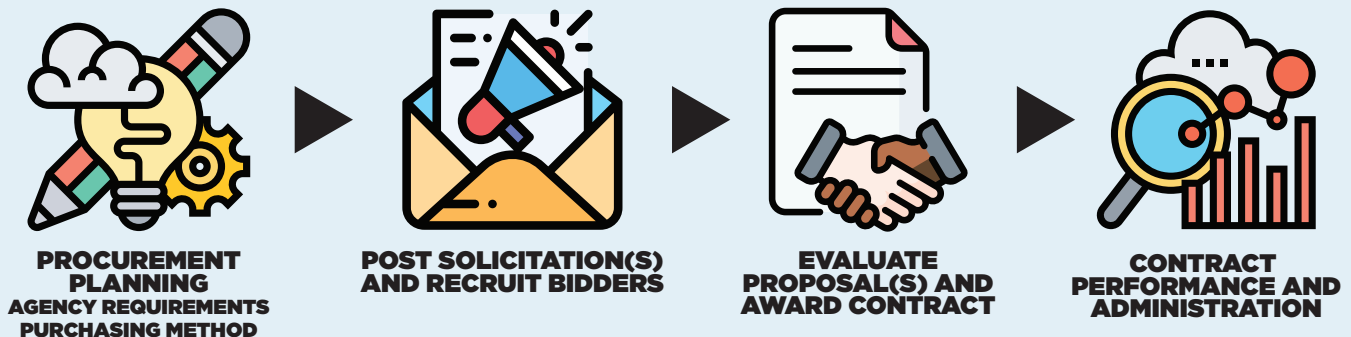
- METROPOLITAN WASHINGTON AIRPORTS AUTHORITY  
> [mwa.com/business/contracting-opportunities](https://mwa.com/business/contracting-opportunities)
- VIRGINIA DEPARTMENT OF TRANSPORTATION  
> [virginiadot.org/business/asd-default.asp](https://virginiadot.org/business/asd-default.asp)
- WASHINGTON METROPOLITAN AREA TRANSIT AUTHORITY  
> [wmata.com/business/procurement/index.cfm](https://wmata.com/business/procurement/index.cfm)

## MENTORING/TECHNICAL SUPPORT (ADDITIONAL)

- SBA ALL SMALL MENTOR-PROTÉGÉ PROGRAM  
> [sba.gov/federal-contracting/contracting-assistance-programs/sba-mentor-protége-program](https://sba.gov/federal-contracting/contracting-assistance-programs/sba-mentor-protége-program)
- SERVICE CORPS OF RETIRED EXECUTIVES (SCORE)  
> [score.org](https://score.org)



## GOVERNMENT PROCUREMENT LIFE CYCLE



Source: Congressional Research Service, Overview of Federal Procurement Process and Resources, February 2021



**FAIRFAX COUNTY**  
ECONOMIC DEVELOPMENT AUTHORITY



FairfaxEDA  
FairfaxEDA\_BD



FairfaxCountyEDA



company/fairfax-county-economic-development-authority

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