BUSINESS DIVERSITY: GOVERNMENT CONTRACTING FOR SMALL BUSINESS

FEDERAL PROCUREMENT
FISCAL YEAR: OCTOBER 1–SEPTEMBER 30

$650B FY2020

$147B FOR SMALL BUSINESS ➤ 23% SMALL BUSINESS PROCUREMENT GOAL (PRIME CONTRACTS)

$29.4B TO FAIRFAX COUNTY VENDORS

Register at the System for Award Management:
https://www.sam.gov/SAM/

U.S. Small Business Administration Federal Certification Programs:
www.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
https://virginiaptap.org
Community Business Partnership
www.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

$6.4B FY2020

$160.7M TO FAIRFAX COUNTY VENDORS

Register at eVA:
https://eva.virginia.gov

State Certification Programs:
www.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
www.sbsd.virginia.gov
Community Business Partnership
www.cbponline.org

FAIRFAX COUNTY PROCUREMENT*
FISCAL YEAR: JULY 1–JUNE 30

$729M FY2020

$241M FOR SMALL, WOMAN- AND MINORITY-OWNED BUSINESSES

Register at eVA:
https://eva.virginia.gov

Assistance:
Fairfax County Department of Procurement and Material Management
https://www.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 ➤ www.beta.sam.gov
- GRANTS.GOV ➤ https://www.grants.gov
- GSA SCHEDULE ➤ https://www.gsa.gov/buying-selling/purchasing-programs/gsa-schedule
- Office of Small and Disadvantaged Business Utilization (OSDBUs)
- USA.Gov: Get Help with Government Contracting ➤ https://www.usa.gov/expand-business

REGIONAL AUTHORITIES/AGENCIES: CONTRACTING OPPORTUNITIES

- METROPOLITAN WASHINGTON AIRPORTS AUTHORITY ➤ www.mwaa.com/business/contracting-opportunities
- VIRGINIA DEPARTMENT OF TRANSPORTATION ➤ www.virginiadot.org/business/asd-default.asp
- WASHINGTON METROPOLITAN AREA TRANSIT AUTHORITY ➤ www.wmata.com/business/procurement/index.cfm

MENTORING/TECHNICAL SUPPORT (ADDITIONAL)

- SBA ALL SMALL MENTOR-PROTÉGÉ PROGRAM ➤ https://www.sba.gov/federal-contracting/contracting-assistance-programs/sba-mentor-protege-program
- Service Corps of Retired Executives (SCORE) ➤ www.score.org

GOVERNMENT PROCUREMENT LIFE CYCLE

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

NEED MORE INFO?

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