

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](http://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](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)**
- **SBA Small Business Contracting Guide** ► <https://www.sba.gov/federal-contracting/contracting-guide>
- **USA.Gov: Get Help with Government Contracting** ► <https://www.usa.gov/expand-business>

PROCUREMENT ACADEMY

FCEDA's Procurement Academy offers workshops focused on various aspects of the procurement process. For additional information, contact diversity-investment@fceda.org.

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

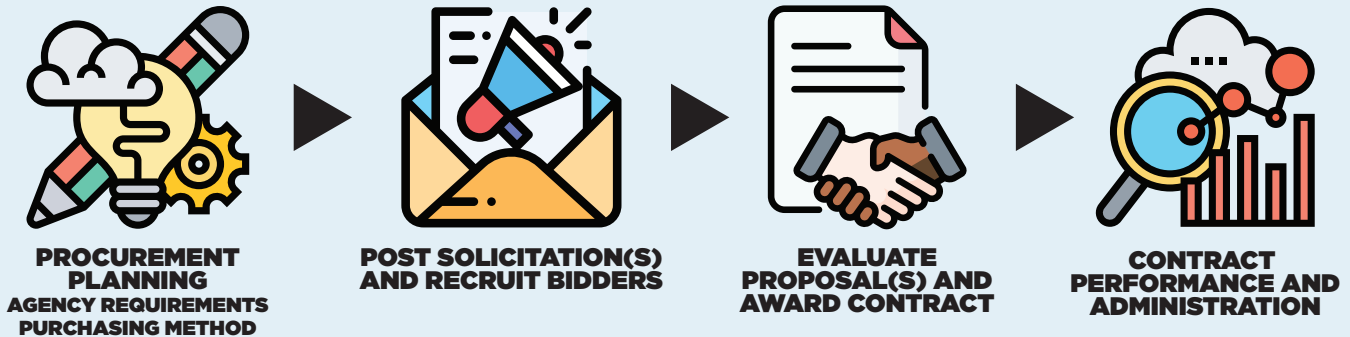
MENTORING/TECHNICAL SUPPORT (ADDITIONAL)

- **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

NEED MORE INFO?

EMAIL KAREN SMAW, DIRECTOR, DIVERSITY BUSINESS INVESTMENT AND ENTREPRENEURSHIP AT [DIVERSITY-INVESTMENT@FCEDA.ORG](mailto:diversity-investment@fceda.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

8300 Boone Boulevard, Suite 450, Tysons, Virginia 22182 • 703-790-0600 • fairfaxcountyeda.org • info@fceda.org