

## Small Business Advantages in 2017

by Max Franks

In government contracting we hear a lot about the Small Business goals and the Simplified Acquisition Threshold (SAP). The threshold is from \$3,500 to \$150,000. Congress has set a goal for all Government Procurement for small businesses at 23%. Further goals are set on the small business set-aside programs: HUBZone 3%, 8a 5%, WOSB 5%, and SDVOSB 3%. This means that when handed a purchase request, a contracting officer must decide the type of set-aside, for instance, small business, or one of the sub categories such as 8a, WOSB, HUBZone, SDVOSB. Based on the value of the procurement, he or she must find the option that offers the government the most competition, as required by statute: FAR 13.104 Promoting Competition.

The contracting officer must promote competition to the maximum extent practicable to obtain supplies and services from the source, whose offer is the most advantageous to the Government. If the procurement is estimated to be less than \$25,000 and not placed on fbo.gov then competition must be considered from at least three sources. Whenever practicable, the contracting officer will request quotations or offers from two sources not included in the previous solicitation.

Last year on Sept 30<sup>th</sup> the end of the 2016 federal contracting year the total of all procurement was **\$453,939,762,691**. And if we use 23%, as a small business percentage then they were awarded around \$104 Billion dollars. In Arkansas, over \$901,259,229 in contracts were awarded. Arkansas businesses should be prepared for these opportunities by reviewing their federal registrations and updating marketing data in their SBA Dynamic Small Business Search so they can help the government promote competition. Keep your company active and updated for possible opportunities.

If you're ready in 2017 to find and win more government opportunities, contact the Arkansas Procurement Assistance Center (APAC). Let us review your federal vendor registrations and provide our bid matching service so you can find and hopefully win government contracts.

As part of the University of Arkansas Cooperative Extension Service, we work with small and large Arkansas based companies at no charge. If you would like to sell your goods or services to federal, state, or local government agencies, contact APAC. Our Program Associates can train you and your business associates how to navigate the government procurement process. APAC collaborates with other agencies in order to ensure the overall economic well-being of the State of Arkansas. Most of our services are **free** to clients! The Procurement Technical Assistance Program was established to expand the number of business capable of participating in government contracts. The program is administered by DLA's Office of Small Business in cooperation with states, local governments and nonprofit organizations.

