



*Small Business Association for International Companies* is a membership organization where members working in international development can find useful support, resources, and insights for running and growing their business.

## Member Achievements Highlights



**26**

Health NGOs in Bangladesh providing 20M people with services



**3,000**

Jobs created in Rwanda in two years



**50%**

Increase in incomes for more than 100,000 farmers in Thailand



**22%**

Increase in girls' participation in primary school in Benin

OVER **150** Small Business Members

## Advantages of Utilizing Small Business to the U.S. Government

- Consistent innovation and flexibility
- Specialized expertise
- Unique ability to strengthen capacity of local partners
- Timely response to clients' needs and requests
- Swift access to top executives
- Greater resilience and commitment
- Quality services with lower costs
- Collaborative approach to development
- Contribution to U.S. jobs creation
- Enhanced diversity, equity, and inclusion
- Strengthened economy

## Services for Members

- Advocate to increase small business utilization in foreign assistance programs
- Provide matchmaking opportunities with large businesses
- Champion and support U.S. Government (USG) policies that support small business growth
- Create mentorship relationships for newer small businesses
- Organize speaker series and learning events with leaders and policymakers in the industry
- Secure valuable discounts with sponsors
- Compile and disseminate educational resources

## Select Member Expertise

Agriculture · Climate change · Communications · Democracy, human rights, and governance · Disaster response · Economic growth · Education · Energy · Environment · Financial management · Gender and social inclusion · Health · Information technology · Knowledge management · Monitoring, evaluation, and learning · Private sector engagement · Research · Tourism · Training and capacity building · Workforce development



## Procurement Reform

SBAIC is focused on helping USG agencies and large federal contractors meet their small business targets and increase small business utilization on foreign assistance programs. SBAIC is pleased that meeting small business targets is a topline mission indicator for global acquisition funds, and We continue to support this undertaking through our advocacy efforts. We continue to urge the USG agencies to set more ambitious goals aimed at meeting or exceeding the USG small business goal of 23.5% of funds awarded to small businesses.

SBAIC advocates for improvements in procurement and other regulations to reduce barriers and increase small business utilization, including standard language in Requests for Proposals mandating small business inclusion at a prime and sub level; full implementation of the Woman-Owned Small Business, 8(a) certification and other socioeconomic programs; elevation of small business utilization so goals are not crowded out by localization, Category Management, or other initiatives; revision of Small Business Administration rules; and greater transparency and accountability in small business subcontracting goals and reporting, utilization of small business prime contracts for overseas work, and other goaling.

## How the U.S. Government Can Do More with Small Businesses

### Increase Utilization of Small Businesses as Prime Contractors

- Increase the number of small business set-asides in Agency Forecasts and eventual procurements
- Increase the use of Requests for Information (RFIs) and Sources Sought Notices (SSNs) for market research
- Increase utilization of all types of small businesses, including small disadvantaged businesses, 8(a), Women-Owned Small Businesses, Hub Zone, Veteran-Owned businesses, etc.

### Increase Utilization of Small Businesses as Subcontractors

- Work with USG representatives to increase small business subcontracting by large primes (i.e., including evaluation points for small business participation on solicitations; requiring Contracting
- Officers to report actual (versus planned) use of small business subcontractors on contractor performance assessment reports (CPARs) and enforcing compliance of small business subcontracting plans)
- Promote greater engagement and networking between large businesses and small businesses

### Increase Utilizations of Small Businesses on IDIQs

- Award an equal number of small business set-aside awards as unrestricted awards
- Increase the value of small business thresholds
- Ensure small businesses remain eligible to compete for work above the small business threshold and encourage task orders above the threshold to be set aside for small businesses
- Enforce directed contracting under threshold to small businesses when there is only one small business holder; or limit competition when there are multiple small business holders