

Why Do Business With A SDVOSB?

Executive Order No. 13360 signed by President George W. Bush on October 20, 2004 directed each government agency to develop a strategy to significantly increase its contracting and subcontracting with Service-Disabled Veteran-Owned Small Business (SDVOSB). More specifically, the executive order reinforced and further emphasized the importance of meeting the 3% goal of all Federal contracts being awarded to SDVOSB. Millsapps, Ballinger, & Associates (MB&A) understands the challenges that face contracting officials in meeting this 3% goal. In fact, the latest figures for SDVOSB contracts stand at less than 2% with numerous agencies contracting at 0%.

Though SDVOSBs have governmental preference and support, they conduct business independently in the free marketplace like any other business in the USA. MB&A is keenly aware that government agencies are working hard to achieve the 3% goal. Agencies that fulfill this goal have found that strong relationships have been built between their agency and the SDVOSB community. This is a community with a strong sense of patriotism, high record of performance, integrity, stability, and exceptional skills working with the Federal government. Entrepreneurs who have defended America deserve the opportunity to compete for government contracts, and their experience gained in years of service is an important resource that should be leveraged.

MB&A believes that innovation and perseverance will help many organizations achieve the 3% goal. Many organizations can benefit from actively pursuing opportunities with SDVOSBs including partnerships with other agencies and organizations currently engaged with veteran-owned businesses (Department of Veterans Affairs, Small Business Administration, and Veterans Corporation). Other advantages include:

- Contractors are able to write contracts sole sourced with no competition.
- Contracts can be up to \$5.5 million for manufacturing and \$3.5 million for goods and services.
- Reduced administrative time results in faster awards and shorter contracting by weeks.
- SDVOSB sole source awards significantly reduce contract protests.
- When prerequisites for a SDVOSB set-aside are not met, officers are advised to follow current law and sole-source the award to a SDVOSB.
- Stackable bids may be allowed.
- Targeted bids may be allowed.
- Marketing advantages that shed positive light on an organization.

In addition to being a service-disabled veteran-owned business, both partners of MB&A are sons of service members. MB&A is also committed to recognizing the tremendous sacrifice displayed by our men and women in uniform. We are committed to hiring from the talented pool of candidates in the Wounded Warrior program and other veteran organizations.



Please visit our website (www.mbaoutcome.com) to learn more about our tremendous capabilities at Millsapps, Ballinger & Associates, LLC.

Contact:

Erik Ballinger
Millsapps, Ballinger & Associates, LLC
Erik.Ballinger@mbaoutcome.com
703-OUTCOME

Websites:

www.mbaoutcome.com
www.exam4enterprise.com
www.exam4inspections.com

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