

Small Business Contracting with Motive International

Information for Federal Officials

October 2024

Federal regulations authorize and encourage U.S. Government agencies to contract with qualifying small business like Motive International. Small business Federal contracting rules are designed to:

- Save the Government time and money on the procurement process
- Create “maximum practicable opportunities” for small businesses

Specifically, Federal Acquisition Regulations (FAR) Part 19 – which governs Federal contracting - says: “It is the policy of the Government to provide maximum practicable opportunities in its acquisitions to small business.” Accordingly, the FAR instructs Federal agencies to procure services using limited competition “set-asides” or make direct “sole source” awards. The FAR lays out broad conditions when such awards are authorized and defines certain categories of small businesses eligible for such awards. As a certified small business in several of these categories, Motive is eligible for source source and set-aside opportunities as a:

- Economically Disadvantaged Woman Owned Small Business (EDWOSB)
- Woman Owned Small Business (WOSB)
- Small Disadvantaged Business

Federal rules also lay out goals for the portion of contract dollars Government agencies are expected to award under each small business category. FY23 goals are shown below, with targets expected to increase in FY24. (Note: Contracting with Motive counts towards agency goals under all categories marked with a star.)

Small Businesses (overall)*	23% of total dollars awarded
Small Disadvantaged Businesses*	5% of total dollars awarded
Woman Owned Small Businesses*	5% of total dollars awarded
Service Disabled Veteran Owned Small Businesses	3% of total dollars awarded
HUB Zone Small Businesses	3% of total dollars awarded

We understand procurement regulations can seem complicated. We’ve found many Federal employees hesitant to use their small business contracting authority for fear of breaking the rules. This is a missed opportunity and doesn’t reflect the spirit of regulations intended “to provide maximum practicable opportunities in its acquisitions to small business.” Even with no expectation of award, Motive is happy to interact with Federal officials to explore small business contracting options, and when appropriate, help navigate the process. We’ve been awarded numerous fully compliant set-aside and sole source awards and are pleased to provide unbiased references and resources.

Access FAR Part 19 here:

https://www.acquisition.gov/far/part-19#FAR_19_202_1

Access a helpful official Small Business Administration (SBA) resource about WOSB contracting here:

<https://business.defense.gov/Portals/57/Documents/WOSB%20Program%20Update.pdf>