



US Small Business Association for International Contractors

promoting equity in international contracting

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MEANINGFUL UTILIZATION CRITERIA

SBAIC members request that prime contractors adhere to three “meaningful utilization” criterion to optimize small business utilization.

- 1) Provide clear technical roles and assigned level-of-effort to small business subcontractors;
- 2) Provide more opportunities for small business to take the technical lead on task orders or project components in core specialty areas;
- 3) Allow for attribution of work performed.

We ask that USAID support prime contractor adherence to meaningful utilization criterion in addition to tracking actual dollar amounts of small business task orders and subcontract, and:

- ✓ Substantially increase the number of small businesses that are primes (both set-aside and open compete);
- ✓ Support efforts that substantially increase the number of small businesses transitioning into mid-size contractors;
- ✓ Provide awareness training for technical and contracts officers in the field that underscore the importance of small businesses as a key USAID partner.

SBAIC recognizes that support to the small business sector must include capacity-building within our own community:

- ✓ We will implement focus group discussions with Agency departments and prime contractors to obtain feedback on areas in need of strengthening;
- ✓ Results will be combined with SBAIC recommendations on how to make small businesses better partners* and a guidebook posted to www.sbaic.org;
- ✓ A new best practices document highlighting models for prime/ subcontracting will be made available at the next Partners’ Meeting.

* i.e. auditable accounting systems approved to government standards, in-depth knowledge of FAR/ADAR regulations, expansion of contract administration experience and solid reporting systems, etc.