



POSITION STATEMENT

HELP SMALL BUSINESS NAVIGATE WITHIN AND BETWEEN FEDERAL AGENCIES

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In general, small companies--including small-and medium-sized technology entities (SMTEs)--want to do more business with the federal government, and its contractors. As these smaller businesses are the source of the most new job growth in this country, the government ought to encourage them to do so. However, facilitating commerce between smaller businesses and the government will require increased cooperation between the two sectors.

One relatively easy step in this direction would be to establish a new organization within the federal government that would help small businesses navigate among and interact with other government agencies. This office's mandate ought to be to actively facilitate commerce between small companies and the federal government, not just simply offer advice. This new government office could reside within the SBA, possibly as a distinct part of the Office of Advocacy. This new office ought to be tasked with leading efforts to enact these simple, but enormously important endeavors:

- **Helping small companies provide information to multiple agencies.** For example, when companies have to provide patent information to multiple departments, the forms required differ by department--but the patent information is the same. This office could take the patent information from a small business once, and then distribute it to all necessary agencies on the company's behalf.
- **Explaining reporting requirements.** Different agencies require different paperwork before completing a contract. It is not always clear what these requirements are, nor how similarly sounding requirements differ from one agency to the next. Small businesses should have a central place they can go to get accurate information on what forms need to be submitted to which offices.
- **Advocating for intergovernmental standardization.** If the DoD, DOE and DOS all require companies to prove they pay fair wages before buying from a company, the form used to provide this proof should be the same. In fact, demonstrating basic information about a business ought to only require one form, which can be shared with all relevant agencies.

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