

INCENTIVES FOR FEDERAL CONTRACTING PERSONNEL TO MEET AGENCY TARGETS

There are several incentives for federal contracting personnel to make awards to small and disadvantaged businesses consistent with their agency's established goals. First, meeting these business targets is a condition for professional recognition and performance awards, and helps meet office-wide performance goals. Second, and more significant, is that making awards to targeted businesses streamlines the procurement process. Consider that, after a solicitation is made, proposals received have to be reviewed and ranked. Generally, at least three proposals must be received for the process to continue. Based on the rankings, an award is made. The award is subject to challenge, and this is a common occurrence. Considering that an award process simply ends when an 8(a) qualified business makes a request for a sole-source award, it is not surprising that federal contracting personnel prefer 8(a) contracts. □