

*The federal government uses special programs to help small businesses win at least at 23 percent of all federal contracting dollars each year.*

## **Set-asides**

To help provide a level playing field for small businesses, the government limits competition for certain contracts to small businesses. Those contracts are called “[small business set-asides](#),” and they help small businesses compete for and win federal contracts.

The SBA provides several programs to help small businesses win federal contracts. Participating in these programs helps small businesses:

- Win a fair share of federal contracts
- Qualify for exclusive set-aside and sole-source contracts
- Partner with established contractors to win contracts
- Get business mentoring and education to learn how federal contracting works

Some set-asides are open to any small business, but some are open only to small businesses who participate in SBA contracting assistance programs.

- 8(a) Business Development – Socially and Economically Disadvantaged businesses
- HUBZone program fuels small business growth in historically underutilized business zones contract dollars
- WOSB/EDWOSB – Woman Owned/Economically Disadvantaged Owned small businesses doing business in industries that are underrepresented by Women.
- Service-Disabled Veteran Owned Small Business – Businesses owned by Service-Disabled Veterans

Some government contracts require large companies to subcontract with a small business. This creates more opportunities for small businesses to get involved in federal contracting.

## All Small Mentor-Protégé Program

The purpose of the program is to develop strong protégé firms through mentor-provided business development assistance, and to help protégés successfully compete for government contracts

## 7(j) Management and Technical Assistance program

The 7(j) program provides assistance such as training, executive education, and one-on-one consulting in a wide range of business activities, including marketing, accounting, opportunity development and capture, contract management, compliance, and financial analysis.

To receive assistance through the 7(j) Program, a small business must be one or more of the following:

- A current participant in the 8(a) Program
- Owned and controlled by an economically and socially disadvantaged individual
- Owned by a low-income individual
- Located in an area of high unemployment or low-income

Am I eligible [certify.SBA.gov](https://www.sba.gov/certify)

Federal Contracting [Small Business Administration \(sba.gov\)](https://www.sba.gov)

HUBZone Map [HUBZone Map \(sba.gov\)](https://www.sba.gov)

Qualifying NAICS Codes for WOSB/EDWOSB [Qualifying NAICS for the Women-Owned Small Business Federal Contracting program \(sba.gov\)](https://www.sba.gov)

## PTAC

Montana PTAC provides *personal, timely advice on contracting with the government*. Selling to the government – or subcontracting to prime contractors – can be good for your business. But understanding, finding, and pursuing opportunities can be challenging. Montana PTAC advisors are ready to help you meet those challenges. We give you tools you can use to do business with federal, state and local agencies.

[Montana PTAC – Procurement Technical Assistance Center – Free help to Montana businesses looking for government contracts & work](#)

