



## 2007 PROCUREMENT SURVEY

**Dates:** April 12-May 1, 2007

**Respondents:** 303 business owners

### 1. Does your business provide any goods or services to the federal government?

Yes	74%
No	26%

### 2. If yes, what percentage of your firm's revenue is based on federal procurement?

0-10 percent	34%
10-20 percent	7%
20-30 percent	9%
30-40 percent	4%
40-50 percent	5%
50-60 percent	3%
60-70 percent	4%
70-80 percent	4%
80-90 percent	10%
90-100 percent	21%

### 3. If no, has your firm ever unsuccessfully bid on a federal contract?

Yes	53%
No	47%

### 4. Please indicate whether the following designations applied to your business in a SUCCESSFUL bid.

A small business?

Yes	94%
No	6%

An 8(a) small business?

Yes	23%
No	77%

A HUB-Zone small business?

Yes	13%
No	87%

A woman-owned small business?

Yes	28%
No	72%

A veteran-owned small business?

Yes	26%
No	74%

A service-disabled veteran-owned small business?

Yes	11%
No	89%

**5. Please indicate whether the following designations applied to your business in an UNSUCCESSFUL bid.**

A small business?

Yes	81%
No	19%

An 8(a) small business?

Yes	22%
No	78%

A HUB-Zone small business?

Yes	12%
No	88%

A woman-owned small business?

Yes	27%
No	73%

A veteran-owned small business?

Yes	22%
No	78%

A service-disabled veteran-owned small business?

Yes	13%
No	87%

**6. Has your small business participated in a federal procurement opportunity that involved “cascading” or “tiered” procurements, where all offerors submit their proposals at the same time but the agency’s evaluation is tiered by socioeconomic category?**

Yes	10%
No	54%
I don’t know	36%

**7. Do you think such strategies are effective procurement approaches?**

Yes	9%
No	31%
I don’t know	59%

**8. Has your firm ever lost out on bid to an Alaskan Native Corporation (ANC)?**

Yes	14%
No	57%
I don’t know	29%

**9. To the best of your knowledge, has your small business ever lost out on a federal procurement opportunity that instead went to a large business?**

Yes	52%
No	21%
I don’t know	27%

**10. To the best of your knowledge, has your small business ever lost out on a federal procurement opportunity that instead went to a large firm identified as a small business?**

Yes	20%
No	27%
I don’t know	53%

**11. When calculating the percentage of federal contracts awarded to small businesses, the federal government excludes contracts carried out abroad, funded by foreign governments, and all Transportation Security Administration contracts. Do you think the federal government should exclude these contracts from their overall calculations of small-business contracts?**

Yes	46%
No	21%

**12. Should the federal government increase its use of performance-based acquisition (a technique for structuring all aspects of an acquisition around the purpose and outcome desired as opposed to the process by which the work is to be performed, formerly Performance-Based Contracting)?**

Yes	66%
No	34%

**13. Should the federal government decrease its use of performance-based acquisition?**

Yes	30%
No	70%

**14. Should the federal government increase its use of nontraditional contract incentives, such as share-in-saving and award term incentives?**

Yes	61%
No	39%

**15. How often should small businesses be required to recertify their status as a small business?**

Every year	34%
Every three years	43%
Every five years	23%

**16. As a small business performing federal contracts, does your firm have a code of ethics?**

Yes	66%
No	7%
Not applicable	27%

**17. As a small business performing federal contracts, does your firm offer an ethics- and compliance-training program?**

Yes	26%
No	38%
Not applicable	36%

**18. As a small business performing federal contracts, does your firm have written internal control procedures?**

Yes	65%
No	10%
Not applicable	25%

**19. Does your business perform any subcontracting for the federal government?**

Yes	48%
No	52%

**20. If yes, what percentage of your firm's revenue is based on federal subcontracting?**

0-10 percent	46%
10-20 percent	20%
20-30 percent	7%
30-40 percent	8%
40-50 percent	4%
50-60 percent	3%
60-70 percent	2%
70-80 percent	3%
80-90 percent	3%
90-100 percent	4%

**21. Has your business experienced any extreme delays in payment for subcontracting services you provided?**

Yes	29%
No	34%
Not applicable	37%

**22. In your opinion, should the federal government provide more oversight and protection for federal subcontractors?**

Yes	70%
No	9%
I don't know	21%

**23. Has your small business been included, as a subcontractor, in a multi-year contract for which the prime contractor has yet to provide any work or payment?**

Yes	24%
No	44%
Not applicable	31%

**24. If yes, how far along is the contract in months?**

0-12	32%
12-24	22%
24-36	22%
36-48	13%
48-60	8%
More than 60	5%

**25. Has your small business ever served as a subcontractor to an Alaskan Native Corporation (ANC)?**

Yes	3%
No	79%
Not applicable, not a subcontractor	18%

**26. As a subcontractor, have you had any direct interaction with federal contract officers?**

Yes	36%
No	35%
Not applicable	30%

**27. Has your small business had difficulty receiving the federal-security clearances it needs?**

Yes	18%
No	34%
Not applicable	47%

**28. In your opinion, is more transparency surrounding government contracting needed?**

Yes	80%
No	20%

**29. Would you support posting entire contracts on publicly-available Web sites?**

Yes	72%
No	28%

**30. Would you support listing instances in which contractors have been fined or found guilty of misconduct on a publicly-available Web site?**

Yes	84%
No	16%

**31. Do you support the proposed regulation that would require federal contractors with contracts valued at \$500 million or more to report their awards of subcontracts exceeding \$1 million on a recently-launched public database?**

Yes	73%
No	8%
I don't know	19%

**32. In your opinion, should more auditing—pre-award and/or post-award—of government contracts be conducted?**

Yes	57%
No	43%

**33. Do you support legislation that would disbar businesses from federal contracting eligibility for 10 years for violating immigration laws?**

Yes	75%
No	25%

**34. Do you support the effort to amend the Federal Acquisition Regulations provisions regarding contracting qualifications by adding language regarding the nonpayment of taxes?**

Yes	60%
No	12%
I don't know	28%

**35. Do you support legislation that would deny federal contracts for five years to any company that reincorporates off-shore?**

Yes	69%
No	12%
I don't know	20%

**36. Have you had first-hand experience losing out on a federal contract because of contract bundling?**

Yes	31%
No	31%
I don't know	38%

**37. Has your small business had difficulty securing sufficient bonding or appropriate insurance to acquire government contracts?**

Yes	10%
No	54%
Not applicable	36%

**38. Have the efforts of your small business to receive federal contracts been affected by "strategic sourcing," (the process of analyzing and applying an organization's spending and requirements information to be more effective and efficient in buying commodities)?**

Yes	12%
No	15%
I don't know	49%
Not applicable	24%

**39. In your opinion, is strategic sourcing simply a means to legitimize contract bundling?**

Yes	35%
No	3%
Not applicable	62%