

GovEvolve: Advocacy for Small and Midsize Resellers

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» What is GovEvolve?



- › *GovEvolve is the leading advocacy organization for small and medium-size businesses that support government innovation. GovEvolve works to support the technology industry by promoting public policies that encourage innovation and competitiveness. As the voice for these diverse businesses, the goal of GovEvolve is to help ensure that the government has access to the most modern technology.*



GovEvolve Policy Priorities

Ensure a robust and diverse federal contracting sector that maximizes public sector acquisition opportunities

1. Create Parity for Small Businesses in Federal Contracting

- » Increase utilization of sole source awards for small businesses by raising thresholds, removing option years and streamlining requirements for sole source contracts
 - » Included in Senate Small Business Committee SBA reauthorization draft bill → \$8 million /\$10 million (manufacturing) EACH year
 - » Supported House-passed bill (H.R. 190) raising thresholds → \$4 million /\$7 million EACH year
 - » Signed onto 100+ signatory letter supporting proposed amendment to remove J&A issue for small business sole source contracts
- » Increase subcontracting compliance by empowering OSDBUs to monitor and improve utilization of subcontracting plans
 - » Participated in subcontracting roundtables with government and industry stakeholders, including hosted in the Senate
 - » Resulted in two provisions included in Senate reauthorization draft that would have positive impacts for small businesses
 - » Included in draft House bill on subcontracting

GovEvolve Policy Priorities

2. Foster Success for Companies Transitioning from Small to Midsize

- » Supported Pathway to Growth Initiative - efforts led to legislation (H.R. 6330) signed into law in December 2018
- » Submitted comments to SBA on proposed rule implementing the law and suggesting addition of employee-based standards change
 - » Adopt a five-year average for employee-based NAICS for the purposes of size determination to allow small businesses to successfully transition into full and open competition
 - » Change included in Senate SBA reauthorization draft

3. Obtain a Class Waiver to Reduce Burden on Small Businesses

- » Obtain a SBA class waiver for bulk commercially available off-the-shelf laptops and tablets under NAICS 334111, 334118 and PSC 7435
 - » Request has been reviewed by SBA and now waiting for publishing of proposed regulation - timeline for completion is end of 2019

4. Expand Size Standards for More Efficient Government Buying

- » Align the SBA's small business size standards to keep pace with the federal government's larger buying trends by ensuring NAICS codes used by resellers reflect the size of contracts/task orders being awarded by federal agencies
- » Create Separate ITVAR IT NAICS code that would result in less confusion
- » SBA conducts size standard review every 5 years
 - » Projected for this year/beginning of 2020
 - » GovEvolve Members will weigh in on NAICS code review for resellers when published

» GovEvolve Policy Priorities

Increasing Equity Investment in Women- and Minority- Owned Companies



- » Elizabeth Gore, Entrepreneur-in-Residence at Dell, testified at the Senate Small Business Committee on strengthening the entrepreneurial ecosystem for women
- » Karen Quintos, Dell Technologies' Chief Customer Officer (CCO) advocated for increasing investment in women-owned companies
- » GovEvolve policy team got S. 1981 and H.R. 3633 "Women and Minority Equity Investment Act of 2019" introduced this year in both chambers

» GovEvolve Events 2019

Member Call

- Speaker - Deputy Staff Director, Majority, Senate Committee on Small Business and Entrepreneurship

SXSW

- Hosted dinner with Senator Mazie Hirono (D-HI)
- Attended Dell Government Affairs events

Match Play

- Hosted GovEvolve member meeting with key Dell speakers
- GovEvolve Member dinner with Dell Federal team

D.C. Legislative Fly-In

- July 16-17, 2019
- Held meetings with key Congressional staff, Members and Agency personnel

Dell Technologies Forum

- GovEvolve hosted happy hour following the Forum for GovEvolve members & Dell Federal team in attendance

Upcoming

Member Call

- December 2019
- Speaker – Associate Administrator, Office of Federal Procurement Policy (OFPP), Office of Management and Budget (OMB)

» GovEvolve Political Action Committee (PAC)

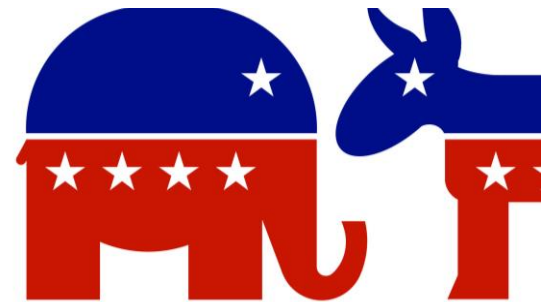


» Why a PAC?

- » Contribution limits: Individual vs. PAC
 - » Per cycle contribution limits to Members of Congress & candidates
 - » Individual: \$2,700
 - » PAC: \$5,000

» Benefits of a PAC

- » Access to Members of Congress
- » Supporting GovEvolve “Champions”
- » Branding for GovEvolve



» Questions?



Thank you!

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