

# Federal Procurement Awards

- Small Business Prime Contractor of the Year
- Small Business Subcontractor of the Year
- Dwight D. Eisenhower Award for Excellence
- 8(a) Graduate of the Year

## Small Business Prime Contractor of the Year Award

### Who is eligible to be nominated for this award?

This award honors small businesses that have provided the government with outstanding goods and services as prime contractors. All nominees must be defined as “small” according to applicable SBA size standards. Firms that have received this award at any level within the past three years are not eligible. For more information, contact the nearest Government Contracting Area Office.

### Who may submit nominations for this award?

Only Federal agencies may nominate firms for the Small Business Prime Contractor of the Year Award. Each Federal agency may nominate only one firm for this award.

### Where are the nominations to be sent?

Nominations must be submitted in one of two ways:

1. Nominations for the Small Business Prime Contractor of the Year Award must be submitted to the Government Contracting Area Office, Attn: Government Contracting Area Director, in which the nominated small business’ headquarters is located; or
2. Nominations may be submitted via the online nominations portal on <http://nationalsmallbusinessweek.sba.gov>.

### What are the selection procedures for this award?

Small Business Prime Contractor of the Year award winners will be selected at the regional and national levels. Regional winners will be selected by a panel of judges that may be comprised of both SBA employees and non-Federal employees. Regional winners will automatically be considered for the national award. The nomination packages of regional winners will be transmitted to the Office of Government Contracting for review. The National Small Business Prime Contractor of the Year will be selected by the SBA Administrator, based on the recommendations of a panel of judges of federal employees. Non-federal employees serving as judges must sign a conflict of interest/non-disclosure certification.

### What are the evaluation/selection criteria for the Small Business Prime Contractor of the Year award?

In evaluating the nomination packages, the judges will look at the following criteria:

1. Management
  - Overall Qualifications/Expertise of Management
  - Familiarity with Government Regulations/Contracting Practices
  - Staff Qualifications in line with Contract Requirements (Technical Capabilities)
  - Customer Interface (Customer Support)
2. Exceptional Results/Special Achievements
  - Deliverables in line with, or exceed, contract requirements
  - Full and efficient utilization of assets
3. Cost Performance
  - Sustained control over Performance Costs

- Financial Stability over length of contract
- Contingency Labor Adjustments
- Value Engineering Change Proposals (Performance Adjustments)
- Internal Cost Controls

4. Increase in government sales and/or unit volume over the last three years.

5. Current and past financial performance — document an improved financial position of the business through:

- Profit-and-loss statements for the last three years, reflecting sustained upward growth.
- Balance sheets for the last three years, showing consistent increase in net worth and/or partners' return.

6. Innovativeness of product(s) or service(s) offered:

- Specific description of unique/superior product or service.
- Explanation of how product or service fills a niche or a technical need not being adequately addressed by the competition.

7. Description of exceptional results and/or delivery performance that makes this company a valued product/service provider.