




EXECUTIVE OFFICE OF THE PRESIDENT
OFFICE OF MANAGEMENT AND BUDGET
WASHINGTON, D.C. 20503

June 6, 2012

MEMORANDUM FOR DEPUTY SECRETARIES
CHIEF ACQUISITION OFFICERS
SENIOR PROCUREMENT EXECUTIVES
AGENCY SMALL BUSINESS DIRECTORS

FROM: Joseph G. Jordan 
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Office of Management and Budget

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SUBJECT: Follow-up: April 25, 2012 Meeting of the Small Business Procurement Group

Thank you for your participation at the White House Small Business Procurement Group meeting on April 25. During the meeting, each agency was asked to take the following three immediate steps, under your leadership, to ensure small businesses are utilized to the maximum extent practicable: (1) maximize opportunities for small businesses when making small dollar awards, (2) increase opportunities for small businesses under multiple award contracts, and (3) strengthen accountability for small business goal achievement. Additional information on each of these steps is provided below. As we move forward, each agency should ensure program, contracting, and small business policy staff understand their agency's small business contracting goals and the tools available for meeting their goals.

Maximizing Opportunities for Small Businesses Under the Simplified Acquisition Threshold

Pursuant to longstanding statutory requirements in the Small Business Act, agencies are required to automatically set aside work for small businesses that is equal to or less than the value of the simplified acquisition threshold (SAT) (generally \$150,000) unless the contracting officer determines the "rule of two" cannot be met – i.e., there is not a reasonable expectation of obtaining offers from two or more responsible small business concerns that are competitive in terms of market prices, quality, and delivery. However, a third-party analysis of data in the Federal Procurement Data System suggests that a significant amount of work under the SAT is not going to small businesses, including for products and services in industries where small businesses are typically well represented. This suggests that opportunities for small businesses are being lost, and that agencies must take additional steps to consistently apply set-asides in the manner prescribed in law and regulation.

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Table of Contents 2012 Tesccc Memo To The President

1. Understanding the eBook 2012 Tesccc Memo To The President
 - The Rise of Digital Reading 2012 Tesccc Memo To The President
 - Advantages of eBooks Over Traditional Books
2. Identifying 2012 Tesccc Memo To The President
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an 2012 Tesccc Memo To The President
 - User-Friendly Interface
4. Exploring eBook Recommendations from 2012 Tesccc Memo To The President
 - Personalized Recommendations
 - 2012 Tesccc Memo To The President User Reviews and Ratings
 - 2012 Tesccc Memo To The President and Bestseller Lists

5. Accessing 2012 Tesccc Memo To The President Free and Paid eBooks
 - 2012 Tesccc Memo To The President Public Domain eBooks
 - 2012 Tesccc Memo To The President eBook Subscription Services
 - 2012 Tesccc Memo To The President Budget-Friendly Options
6. Navigating 2012 Tesccc Memo To The President eBook Formats
 - ePub, PDF, MOBI, and More
 - 2012 Tesccc Memo To The President Compatibility with Devices
 - 2012 Tesccc Memo To The President Enhanced eBook Features
7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of 2012 Tesccc Memo To The President
 - Highlighting and Note-Taking 2012 Tesccc Memo To The President
 - Interactive Elements 2012 Tesccc Memo To The President
8. Staying Engaged with 2012 Tesccc Memo To The President
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers 2012 Tesccc Memo To The President
9. Balancing eBooks and Physical Books 2012 Tesccc Memo To The President
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection 2012 Tesccc Memo To The President
10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
11. Cultivating a Reading Routine 2012 Tesccc Memo To The President
 - Setting Reading Goals 2012 Tesccc Memo To The President
 - Carving Out Dedicated Reading Time
12. Sourcing Reliable Information of 2012 Tesccc Memo To The President
 - Fact-Checking eBook Content of 2012 Tesccc Memo To The President
 - Distinguishing Credible Sources
13. Promoting Lifelong Learning

- Utilizing eBooks for Skill Development
- Exploring Educational eBooks

14. Embracing eBook Trends

- Integration of Multimedia Elements
- Interactive and Gamified eBooks

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