

# PATH's program for small and disadvantaged businesses

## GUIDING PRINCIPLES

PATH endeavors to use small businesses, minority-owned firms, and women's business enterprises in our business transactions whenever possible and practical. As a recipient of US government contract awards, PATH adheres to 22 CFR 226.44. To further these goals, we:

- Ensure that small businesses, minority-owned firms, and women's business enterprises are used to the fullest extent practicable.
- Consider whether firms competing for larger contracts intend to subcontract with small businesses, minority-owned firms, and women's business enterprises.
- Encourage contracting with consortiums of small businesses, minority-owned firms, and women's business enterprises when a contract is too large for one of these businesses to handle individually.
- Use the services and assistance, as appropriate, of such organizations as the US Small Business Administration and the US Department of Commerce's Minority Business Development Agency when soliciting and utilizing small businesses, minority-owned firms, and women's business enterprises.

## HOW TO REGISTER AS A SMALL BUSINESS

In order for PATH's commitments for small business utilization to be counted against our US government goals, the small businesses we use must be self-certified according to the North American Industry Classification System (NAICS) guidelines and registered on the US General Services Administration's System for Award Management (SAM). This process is relatively easy and may lead to additional business from other federal contractors.

Step 1: Determine whether your company is a large or small business by finding your NAICS code at [www.census.gov/eos/www/naics/](http://www.census.gov/eos/www/naics/). Using this code, refer to the industry size standards published by the Small Business Administration at <http://www.sba.gov/content/table-small-business-size-standards>.

Step 2: If you determine that your company is a small business, access the SAM online registration at <https://www.sam.gov/portal/public/SAM/>. You must have a Data Universal Numbering System number in order to begin the registration process. Complete and submit the online registration.

Step 3: Once you have completed registration, please notify PATH so that we can include your firm in our list of qualified small businesses.

## WHO TO CONTACT AT PATH

To inquire about becoming a subcontractor for PATH, such as on a bid to the US Agency for International Development, please contact Derek Reynolds, Director, Business Development, at [dreynolds@path.org](mailto:dreynolds@path.org) or 202.540.4484. To inquire about being a supplier of goods and services, please contact Keith Neroutsos, Director of Procurement, at [kneroutsos@path.org](mailto:kneroutsos@path.org) or 206.302.4701.

