



The Voice of the Government Services Industry

September 14, 2011

Honorable Gerry Connolly
United States House of Representatives
Washington, D.C. 20515

Dear Congressman Connolly:

Thank you for the opportunity to work with you to address the issues of “mid-tier” government contractors. We compliment you for taking a leading role in raising and bringing heightened congressional attention to this important matter.

The Professional Services Council (PSC) has long recognized the valuable contributions that small, mid-tier and large professional services firms make to helping federal agencies achieve their missions. We have also been strong supporters of effective small business programs to ensure that this vital sector is given the maximum practical opportunities to compete for federal procurements and can grow and thrive even after they graduate. The challenges faced by the mid-tier in particular have been the focus of several forums within industry, yet viable solutions to solve the challenges faced by mid-tier firms remain a challenge to implement.

As you know, the Center for Strategic and International Studies (CSIS) has issued a series of biennial reports about federal services contracting that document the so-called “mid-tier squeeze,” affecting those firms that graduated from their small business size status. Thus, we welcome your introduction of H.R. 1812, the Small Business Growth Act, that creates a pilot program in the General Services Administration to provide small businesses with a growth path once they exceed the small business size standard for their industry. But, as you have recognized, there remain numerous important policy and implementation issues that are not covered in the bill and that must be fully and carefully addressed.

PSC is committed to continuing to work with you and your colleagues to advance sensible initiatives to ensure fair market opportunities for mid-tier firms and small businesses alike, and more broadly, to ensure the federal procurement process takes full account of the importance of a balanced industrial base upon which the government can continue to rely.

Sincerely,

A handwritten signature in black ink, appearing to read "Stan Soloway", written in a cursive style.

Stan Soloway
President & CEO