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July 15, 2025

- The Honorable Nick LaLota
Chairman, Subcommittee on Contracting and Infrastructure
S. House of Representatives
Washington, D.C. 20515
- The Honorable Gil Cisneros
Ranking Member, Subcommittee on Contracting and Infrastructure
S. House of Representatives
Washington, D.C. 20515

SUBJECT: Support for Small Business Contracting Protections in Federal Procurement

Dear Chair and Members of the Subcommittee,

IMPRES Technology Solutions, Inc. ("IMPRES") is a mission focused Information Technology solutions provider of hardware, software and services to U.S. government customers. I would like to thank the Subcommittee for holding the hearing, *"Leveling the Playing Field: Fostering Opportunities for Small Business Contractors."* We appreciate your leadership in addressing the unique challenges small businesses face in today's federal contracting landscape.

Founded in 2001, our company has grown from humble beginnings to one of the most successful HUBZone IT solution providers with annual revenue approaching \$300M. Our success is due in large part to our ability to compete fairly under the protections afforded by longstanding small business set-aside programs, including the Small Business Act and the Rule of Two. These provisions have been instrumental in ensuring that small businesses like ours have access to meaningful contracting opportunities, allowing us to grow, create jobs, and deliver high-quality services to our Civilian and DoD agencies.

I believe it's important to articulate the value a company like IMPRES brings to our customers. Often referred to as a value-added reseller (VAR), our success in supporting customers hinges on two very important factors that separate us from Original Equipment Manufacturer ("OEM") direct procurements:

1. Our Account Executives and Engineers bring their technical expertise and mission understanding to the customer in the field to assist them in selecting the best solution options for their mission from an OEM agnostic point of view. We are a force multiplier for our customers and by understanding what



they are trying to accomplish with the technology, we offer a more precisely targeted acquisition experience than simply selling a product. We are a true mission partner.

2. Our team is motivated to fully understand our customers' unique requirements and bring a broad portfolio of OEMs to the solution equation – not just one. In short, we win when the customer wins with the right combination of OEM solutions. In contrast, the financial interest of a single manufacturer is linked to selling “their” product, which depending on the mission requirements may not always be the right solution. IMPRES, and the rest of the VAR community offers a consultative solution selling approach to deliver the best technology option for the mission.

Having successfully served our Federal customers for decades, we are concerned about the proposed elimination or weakening of the Rule of Two. This rule serves as a foundational safeguard for small business participation in federal procurement. Its removal would severely limit our ability to compete and threaten the viability of countless small businesses that rely on a fair and inclusive federal marketplace. Moreover, it threatens the OEM agnostic service value we bring to our customers.

Small businesses are the engine of innovation and economic growth in this country. Yet, we often face barriers that larger contractors do not—limited resources, complex compliance burdens, and inconsistent application of procurement rules across agencies. The Rule of Two helps level this playing field by ensuring that small firms are not excluded from competition where two or more qualified small businesses are available to perform the work.

VARs make the procurement process easier, offering government a range of contracts and bundling products and services together. We also offer extra services like setup, support, integration, and asset management that not every OEM provides.

We respectfully urge the Subcommittee to take action to preserve and strengthen the Rule of Two, and to ensure that any updates to the FAR continue to prioritize small business access and participation. Protecting these mechanisms is essential to the strength and security of the federal supplier base.

Thank you for your continued support of small business contractors. We stand ready to work with Congress and federal agencies to advance procurement policies that foster opportunity, competition, and innovation.

Sincerely,

John Podolak

A handwritten signature in black ink, appearing to read "John Podolak", written over a light blue horizontal line.

Chief Revenue Officer