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Absolute Computer Technologies, Inc.

**Management Consulting ♦ Technology Services ♦ Outsourcing**

ACT, Inc., 51 JFK Parkway, First Floor West, Short Hills, New Jersey 07078-2702  
Phone 973-761-1860 ♦ Fax 973-761-1847 ♦ [www.ACT-IT.com](http://www.ACT-IT.com)

CONTACT:

**ACT, Inc.**  
Steven Engel  
PR Director  
(973) 761-1860  
[sengel@ACT-IT.com](mailto:sengel@ACT-IT.com)

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## ***ACT FOUNDER FEATURED IN NJ BIZ***

### **NJ Biz Features Veronica Williams in Minority Report**

**Short Hills, NJ – August 9, 2005** – Small businesses can face formidable, often unforeseen, challenges when seeking government set-aside contracts. Marty Daks, NJBIZ Staff Writer, uncovers these challenges in “The Trouble with Set-Asides” as he covers small business owners and public officials involved with government contracting (NJ Biz, August 1, 2005).

One of the challenges presented by Daks is the sheer volume of paperwork and lengthy applications process required for certification. The paperwork is just the start. ACT Inc. has learned that traditional challenges facing small businesses can be magnified after winning a set-aside contract. “Lack of access to capital, the lengthy procurement process, and expensive contractual requirements can make government set-aside contracts unprofitable for small companies,” notes Veronica Williams, Founder of ACT, Inc. Being the primary contractor usually more profitable in any contract, government or private.

Daks points out how the U.S. Small Business Administration, NJ Transit, NJ DOT and the Port Authority of NY & NJ have taken steps to streamline the small business certification process.

ACT Inc. continues to seek subcontractor positions and is very selective about with whom we partner. We have established relationships with major government contractors but spend most of our resources pursuing prime contractor positions. Nevertheless, government contracts offer long-term growth and steady cash flow, so ACT Inc. will continue to pursue them.

#### **About ACT, Inc.**

ACT Inc. is a management consulting and technology services firm that delivers products and services to help clients realize value from information management solutions. With a focus on finance and operations, we have serviced the private and public sectors since 1984. ACT is on the GSA MOBIS schedule, the GSA IT schedule, is a SBA 8(a) firm, and is certified by many Fortune 500 companies. We have offices in Washington, DC and Short Hills, NJ. For additional information visit <http://www.ACT-IT.com>.

#### **About NJ BIZ**

**NJBIZ** strives to be the leading provider of business news and information about New Jersey companies and the New Jersey economy. The company publishes a weekly newspaper and also distributes information through books, their Internet site ([NJBIZ.com](http://www.njbiz.com)) and other media. For additional information visit <http://www.njbiz.com>.