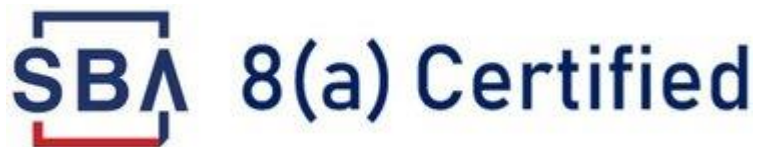


## SBA 8(a) Contract Vehicle

### What is the SBA 8(a) Program?

Firms under the 8(a) program are rigorously evaluated on ownership, operations, financial health, accounting system, and past performance. Once accepted, a firm is required to provide

SBA with a detailed business plan and demonstrate annually continued success as a viable, strong business entity. Firms that are approved are certified by the SBA for a period of nine years. The SBA has signed Memorandums of Understanding (MOUs) with Federal Agencies, allowing them to contract directly with certified 8(a) firms. Participants can receive sole-source contracts, up to a ceiling of \$4 million for goods and services. The Small Business Administration (SBA) 8(a) Sole Source vehicle enables agencies to direct award contracts to certified contractors such as DAS Federal.



### Benefits:

The 8(a) sole source vehicle provides agencies a simplified and shortened acquisition life cycle:

1. Agencies can directly negotiate with firms to get the best value.
2. Administrative costs, procurement process and time is reduced to a minimum.
3. Acquisition time to award an 8(a) sole source contract is usually within days.
4. Contract Initiation only requires a simple high-level statement of work.
5. Agencies promoting small and disadvantaged business participation are provided with credits.

### Simple Steps to Establish 8(a) Sole Source Contract:

1. The Government program manager or official develops a statement of work, prepares a government estimate, and obtains the necessary funding.
2. The Government program manager or official chooses a specific 8(a) company such as DAS Federal to perform the work and submits a procurement request to the agency contracting officer.
3. The agency contracting officer prepares and submits an "Offer Letter" to the SBA Business Development Specialist (Watson, Sheila [Sheila.Watson@sba.gov](mailto:Sheila.Watson@sba.gov)).
4. SBA processes the Offer Letter and returns it to the agency contracting officer who submits the Statement of Work and Request for Proposal or Quotation.
5. The 8(a) submits the proposal which is evaluated and negotiated as necessary by the agency.
6. The contract is awarded to the 8(a).

This process can be easily implemented, usually within days DAS Federal has a constructive working relationship with the SBA-assigned Business Development Specialist (BDS) who can help clarify questions related to the 8(a) program and facilitate any contract award. If you would like to discuss this process or need any additional information, please contact [info@dasfederal.com](mailto:info@dasfederal.com).