



The 8(a) Business Development Program Update

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Streamlined 8(a) processes!

- 2016:
 - Reduced administrative burden on all parties involved in application and annual review processes
 - Increased 8(a) portfolio
- 2017:
 - Focus on “better and stronger” 8(a) participants who are capable and ready to perform
 - Improve customer experience with our tools

Deployment of Certify.SBA!

- Certify.sba.gov:
 - Establish to ensure SBA's Small Business Certifications (WOSB, ASMPP, 8(a), HUBZone) & Small Business Search products are more secure, easier to use, more robust, more efficient/effective and more flexible
 - Reduce administrative burden on firms – firms no longer have to submit the same information multiple times

Deployment of Certify.SBA (Cont'd.)!

- Certify.sba.gov Cont'd.:
 - Create one point of entry for applications for all SBA small business programs (WOSB, ASMPP, 8(a), HUBZone)
 - Establish a single point of entry to upload all required documents for firms
 - Easy access to all the documentation in one location for internal and external stakeholders
 - Create consistency across programs

Deployment of Certify.SBA (Cont'd.)!

- 2016:
 - Developed and deployed Certify.sba.gov
 - Launched Women-Owned Small Business Program and All Small Mentor-Protégé Program
- 2017-2018:
 - Launch 8(a) initial application process

7(j) Management and Technical Assistance Program

The purpose of the 7(j) Management and Technical Assistance Program is to provide high-quality assistance such as training, executive education, and one-on-one consulting to eligible small businesses that are:

- Small Disadvantaged Businesses; OR
- 8(a) Business Development Program Participants; OR
- HUBZone Program Participants; OR
- Economically Disadvantaged Women-Owned Small Businesses: OR
- Concerns IF they are located in urban or rural areas with a high proportion of unemployed or low-income individuals, or which are owned by such low-income individuals.

Assistance Delivery

The SBA provides 7(j) assistance through the efforts of third-party for-profit and non-profit service providers.

- SBA enters into grants
- SBA enters into contracts with qualified service providers

A key goal of the program is to help firms successfully compete for contracting opportunities as a prime or subcontractor.

Types of Assistance

The program's assistance encompasses a wide spectrum of FREE Management and Technical Assistance such as:

- One-on-one consultant services
- Strategic and operational planning and management
- Marketing
- Business development
- Identification and capture of opportunities
- Accounting, bookkeeping, and financial analysis
- Contract management and compliance
- Information technology and systems development
- Cybersecurity Training

In FY 2016, we trained over 5800 eligible businesses.

Partnering with DOD

- Partnership Agreement (PA) between SBA & DOD, signed 1/7/2013
- The SBA and Department of Defense share the responsibility of ensuring compliance with contracting functions as outlined in the Federal Acquisition Regulation (FAR) 19.8, 13 Code of Federal Regulations (CFR) 124 and any applicable agency regulations.
- Although SBA's Office of Business Development (BD) delegates the authority to sign contracts on its behalf, it remains the prime contractor on all 8(a) contract awards and should be cited as such on all resulting awards.

Scope

- The PA applies to the award of 8(a) contract awards, modifications, task orders, options and purchase orders under the provisions of Section 8(a) of the Small Business Act as implemented by the FAR 19.8 and 13 CFR 124.508.
- The PA encompasses all competitive and non-competitive acquisitions offered and accepted* for the 8(a) BD program.
- The PA requires a complete offering letter.

*Offer and acceptance is not required in the case of procurement requirements valued at or below the Simplified Acquisition Threshold. However, an eligibility determination is required from the servicing SBA District Office.

Offering/Acceptance Requirements

Acquisitions valued at or below Simplified Acquisition Threshold (SAT)	Sole Source Procurements	Competitive Acquisitions
\$3.5K-\$150K	\$4 M/\$7M (mfg)	>\$4.0M/\$7M (mfg)
No offering and acceptance Required	Offering and acceptance is required . Allow 5 working days at District office level. On 6 th day acceptance may be assumed with the exception for provision of FAR 19.808-1 for 8(a) sole-source procurements that exceed \$22 million.* i.e. Washington District Office Dcofferletters@sba.gov , Baltimore District Office Mdofferletters@sba.gov , Richmond District Office Rdofferletters@sba.gov	Offering and acceptance is required . Allow 5 working days at District office level. If necessary 5 working days at AA/BD Level; on 11 th day acceptance may be assumed.
Must obtain an eligibility determination.	Offer and acceptance serves as an eligibility determination.	Must obtain an eligibility determination prior to award.

*SBA does not accept an offer for negotiations of a Sole Source 8(a) contract that exceeds \$ 22 million unless the CO provides evidence of the necessary justification in the offering letter in accordance with FAR 6.303.



Benefits of Using the 8(a) BD Program

- Participants can receive sole-source contracts, up to a ceiling of \$4 million for goods and services and \$7 million for manufacturing. While we help 8(a) firms build their competitive and institutional know-how, we also encourage you to participate in competitive acquisitions.
- 8(a) firms are also able to form joint ventures and team with other firms to bid on contracts. This enhances the ability of 8(a) firm to perform larger prime contracts and overcome the effects of contract bundling, the combining of two or more contracts together into one large contract.
- No Fees
- Assist in the growth of socially and economically disadvantaged concerns to compete in the mainstream of the economy.

Conditions of the Partnership Agreement

- Contracts awarded to 8(a) firms outside the 8(a) authority will continue to be counted toward Small Disadvantaged Business (SDB) negotiated goals.
- SBA reserves the right to suspend or rescind its authority to DOD for failure of any 8(a) contract compliance to include offerings, acceptance, copies of resultant awards and other violations of the PA.



THANK YOU

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