



# SBA 8(A) SOLE-SOURCE AND COMPETITIVE SET-ASIDE CONTRACTS

## OVERVIEW OF THE SMALL BUSINESS ADMINISTRATION 8(A) PROGRAM

The Small Business Administration (SBA) 8(a) Business Development Program is a federal initiative designed to assist small businesses owned and operated by socially and economically disadvantaged individuals. The program aims to provide these businesses with opportunities for growth, development, and access to government contracts.

Participants in the 8(a) program are rigorously evaluated on ownership, operations, financial health, accounting system, and past performance. Upon acceptance, a firm must provide SBA with a detailed business plan and demonstrate annually continued success as a viable, strong business entity. Firms approved are certified by the SBA for a period of nine years. They can compete for set-aside contracts, sole source contracts, and other preferential opportunities offered by federal agencies.

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 \$4.5 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 Strategamy, LLC. The SBA 8(a) program helps foster diversity and inclusion in government contracting while promoting the growth and success of eligible small businesses.

## FEATURES AND BENEFITS OF THE SBA 8(A) PROGRAM

The SBA 8(a) Business Development Program offers several features and benefits to Government agencies including:

<h3>Simplified Procurement Process</h3>	<h3>Meeting Socioeconomic Goals</h3>	<h3>Qualified &amp; Capable Contractors</h3>
<ul style="list-style-type: none"> <li>Agencies can award contracts to 8(a) certified firms through a streamlined procurement process (<i>see below</i>) allowing for sole-source contracts, eliminating the need for a lengthy competitive bidding process up to \$4.5M. Negotiations occur only between the purchasing agency, the SBA, and the certified 8(a) vendor saving time and administrative resources for the agency.</li> </ul>	<ul style="list-style-type: none"> <li>Federal agencies must meet socioeconomic contracting goals, including those for small disadvantaged businesses. Utilizing the 8(a) program helps agencies fulfill these goals and supports their commitment to promoting diversity and inclusion in federal contracting.</li> </ul>	<ul style="list-style-type: none"> <li>The 8(a) program has stringent eligibility requirements, ensuring that participating firms are qualified and capable of delivering the required goods or services. Government agencies can have confidence in the expertise and capabilities of 8(a) businesses.</li> </ul>
<h3>Exposure to Innovative Solutions</h3>	<h3>Cost-Effective Solutions</h3>	<h3>Increased Competition &amp; Market Access</h3>
<ul style="list-style-type: none"> <li>Small businesses, such as Strategamy, LLC, bring fresh and innovative ideas to the table that can be availed by Government agencies to get creative solutions and unique perspectives.</li> </ul>	<ul style="list-style-type: none"> <li>Utilizing the 8(a) program, Government agencies often find cost-effective solutions for their contracting needs as many 8(a) firms are competitive in their pricing, providing value for money to the government. Additionally, with sole-source procurements, purchasing agency negotiates with the firm directly to obtain best value.</li> </ul>	<ul style="list-style-type: none"> <li>By actively engaging with the 8(a) program, government agencies increase competition among contractors, potentially leading to better pricing and higher-quality services.</li> </ul>

Overall, the SBA 8(a) program provides Government agencies with a range of benefits, including simplified procurement processes, access to qualified contractors, meeting socioeconomic goals, and supporting diversity and socioeconomic development. It serves as a valuable tool for agencies to achieve their contracting goals while fostering small business growth and inclusion.

# HOW TO SOLE SOURCE CONTRACTS TO STRATEGAMY, LLC

The SBA 8(a) Sole Source vehicle enables agencies to engage in direct buy contracts with certified contractors like Strategamy, LLC.

## 1 Identify the Requirements

Government Agency's program manager or interested party develops a statement of work, prepares a government estimate, and obtains the necessary funding from approving authorities.

## 2 Identify 8(a) Participant

The Government program manager or interested party chooses Strategamy, LLC to perform the work and submits a procurement request to the agency contracting officer.

## 3 Submit Offer Letter to SBA

The Agency Contracting Officer (CO) prepares and submits an "Offer Letter" to the SBA Business Development Specialist – Austen Colledge.  
Austen Colledge  
Business Opportunity Specialist  
Baltimore District Office  
U.S. Small Business Administration  
Office (410) 244-3321  
[austen.colledge@sba.gov](mailto:austen.colledge@sba.gov)

## 4 SBA Review

SBA processes the Offer Letter and returns it to the Agency Contracting Officer who submits the Statement of Work (SoW) and Request for Proposal or Quotation to Strategamy, LLC.

## 5 Proposal Response and Negotiations

Strategamy, LLC, as the 8(a) participant, submits the proposal response which is evaluated and negotiated as necessary by the Agency.

## 6 Contract Award

Strategamy, LLC is awarded the sole-sourced contract

## ABOUT STRATEGAMY, LLC

Strategamy, LLC provides strategic technology consulting services to Commercial and Federal Organizations. Our services are founded on 20+ years of IT Strategy and innovations experience across a range of Government clients including, the Food and Drug Administration (FDA), National Institutes of Health (NIH), Veterans Affairs (VA), Department of Labor (DoL) and commercial clients.

At Strategamy, we believe that with strategic technology innovations we can help alleviate client challenges and help them meet mission critical goals. Our experienced technology consultants collaborate with stakeholders to understand their unique needs and design and implement innovative solutions in order to meet their core business objectives. We pride ourselves on our commitment to excellence, our customer-centric approach, and our ability to deliver high-quality results.

### NAICS Codes:

- 541511 - Custom Computer Programming Services
- 519290 - Web Search Portals and All Other Information Services
- 541512 - Computer Systems Design Services
- 541519 - Other Computer Related Services
- 541611 - Administrative Management and General Management Consulting Services
- 541613 - Marketing Consulting Services
- 541618 - Other Management Consulting Services
- 541690 - Other Scientific and Technical Consulting Services
- 541990 - All Other Professional, Scientific, And Technical Services

### General Information:

Strategamy, LLC  
MD based Business  
DUNS: 079563082  
CAGE: 795E7  
SAM UEI: PLB4LM1DFZ89

### Contact Us:

Niket Parikh  
Chief Executive Officer  
[niket.parikh@strategamy.com](mailto:niket.parikh@strategamy.com)  
Mobile: 443-254-3783

### Small Business Certifications:

- SBA 8(a) Certified
- Small Disadvantaged Business
- Minority Owned Business