



## Streamline the Procurement Process.

### Discover the Benefits of Sole Sourcing with a Tribal 8(a) Company

The SBA certifies small, disadvantaged businesses in good standing to participate in this program, which empowers federal agencies to sole source contracts to its participants.



## Big Advantage – No Threshold Limit

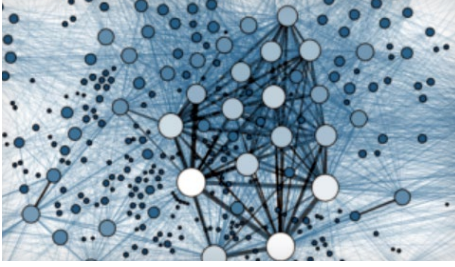
A tribally owned 8(a), like Cherokee Nation Technologies (CNT), may receive sole-source contracts regardless of the dollar amount. Under 13 CFR 124.506(b), sole-source federal contracts may be awarded to tribally owned, certified 8(a) companies without regard to contract value. Other 8(a)s have a \$4 million limit on contracts for services.

A sole-source contract awarded to any 8(a) cannot be protested for lack of competition. With no ceiling on awards to a tribally owned 8(a), protests cannot be lodged, regardless of the contract's size. Other 8(a)s have this protection, but only up to the \$4 million ceiling.



## What Makes This Possible?

Tribal firms are granted special contracting opportunities under the FAR for government contracts, in general, and for DoD contracts in particular. These include unique 8(a) rights, expedited A-76 authority and pricing advantages for DoD contractors that subcontract with Native American-owned firms.



## SBA 8(a) Sole Source Model

### Agency Program Manager

1. Establishes requirement
2. Prepares SOW & procurement request
3. Identifies 8(a) firm or firms – market research stage (oral or written capability briefing is requested of CNT)

### Budget Officer

4. Authorizes funding

### Contracting Office

5. Identifies 8(a) team as the most capable based on the capability briefing in Step 3 & offers this requirement to the SBA for the 8(a) firm

### Small Business Administration

6. Accepts requirements on behalf of the 8(a) identified in capability briefing
7. Authorizes agency to conduct negotiations with this 8(a) firm

### Contracting Office

8. Issues RFP to the 8(a) team (prime & partners)

### 8(a) Team (Prime & Partners)

9. Submits technical & pricing proposal in response to RFP

### Contracting Officer

10. Performs technical & price analysis

### 8(a) Team (Prime & Partners)

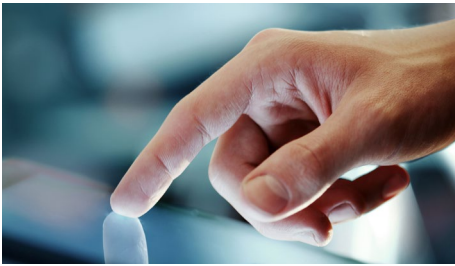
11. Negotiates final price & deliverables with contracting officer
12. Requests more information from 8(a) firm as necessary

### Contracting Office

13. Determines the cost is fair & expertise is rated
14. Assembles contract & forwards to SBA

### All Parties

15. Federal client, SBA & CNT execute agreement (most agencies have SBA-delegated authority, eliminating need for SBA contract signature)



Call today to put CNT to work for you.

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