

THE ANC 8(a) DIRECT AWARD PROCESS



STEP 1

Government customer determines a sole source award to Strata-G is appropriate

STEP 2

Government Customer confirms work to be performed with draft SOW/PWS

STEP 3

Contracting Officer prepares and submits 8(a) offer letter to SBA

STEP 4

SBA reviews 8(a) offer letter, validates 8(a) status and provides approval to the Contracting Officer

STEP 5

Contracting Officer notifies Strata-G of its intent to award sole-source. May request assistance with contract development

STEP 6

Once mutually acceptable terms are negotiated the contract is awarded

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8(a) Program Certified
Small Disadvantaged Business (SDB)
Alaska Native Corporation (ANC)

ISO 9001 ► AS9100 ► AS9110

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Sole Source up to \$100 million no J&A
and over \$100 million w local J&A:
[13 C.F.R. 124.506 (b)]

ANC 8(a) Sole-Source awards cannot be
protested: [13 C.F.R. 124.517 (a)]

THE ADVANTAGES OF WORKING WITH STRATA-G



8(a) Program Alaska Native Corporation (ANC) Advantages

As an Alaska Native Company (ANC), Strata-G offers a unique, flexible, and streamlined sole source procurement option to our Government customers. Pursuant to the Small Business Administration (SBA) 8(a) Program, contracting with Strata-G provides maximum acquisition / performance flexibility, mission continuity, small business goal achievement and financial support to the disadvantaged ANC native shareholders. The top-level ANC SDB 8(a) advantages are:

- Strata-G is an 8(a) Certified, Small Disadvantaged Business (SDB) and ANC
- Strata-G as an ANC is exempt from competitive threshold [13 CFR 124.506(b) & FAR 19.805-1 (b)(2)]
- Strata-G is eligible for sole source set-aside contracts of any dollar amount

The SBA ANC 8(a) Advantage

Strata-G offers the following benefits to Government officials:

- Direct / Sole Source contract awards are allowed and encouraged
- Acquisition process is streamlined, simplified and accelerated
- Allows for open and transparent communications during process

8(a) Sole Source Key Advantages

Strata-G offers the following benefits to Government officials:

- Unlimited Sole Source Ceiling – Any size Contract Can be Awarded Sole Source to Strata-G
 - Under \$100 million dollars – No Justification & Approval (J&A) and local decision
 - Over \$100 million dollars – Local Head of Contracting Activity (HCA) J&A approval
- Competitive 8(a)s – if two (2) or more qualified 8(a)'s, CO must use 8(a) set aside
- Significantly Accelerated Procurement Timeline - No delays, no protests and rapid award
- Flexible and Reliable – Transparent Cost/Price Negotiations [13 C.F.R. 124.503]
- Best Value – Sole Source Contracting with Strata-G Provides Best Value and Saves Time and Money

No Protests or Challenges to ANC 8(a) Contract Actions:

Protests cause acquisition & performance delays, and cost Government money

- 8(a) contracts to ANCs cannot be protested or challenged by any party [13 C.F.R. 124.517(a)]
- No requirement to compete first before sole sourcing to an ANC 8(a) [13 C.F.R. 124.506(b)]

Strata-G 8(a) Contracting Focuses on Best Value Solutions

Our 8(a) contracting process emphasizes cost, schedule and performance.

- Speeds contract award (30 – 60 Days)
- Reduces Government stress / workload
- Transparent alpha negotiations / discussions
- Larger contract allows for long term support
- Permits tailoring of contractor teams
- Large business ANC infrastructure in an 8(a) SDB

5% Indian Incentive Program:

DOD Contractors who award subcontracts to ANC 8(a) firms receive 5% of the total value of the subcontract as an incentive per Section 504 of the Indian Financing Act of 1974 (25 U.S.C. § 1544)



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Alaska Native Corporation (ANC)

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