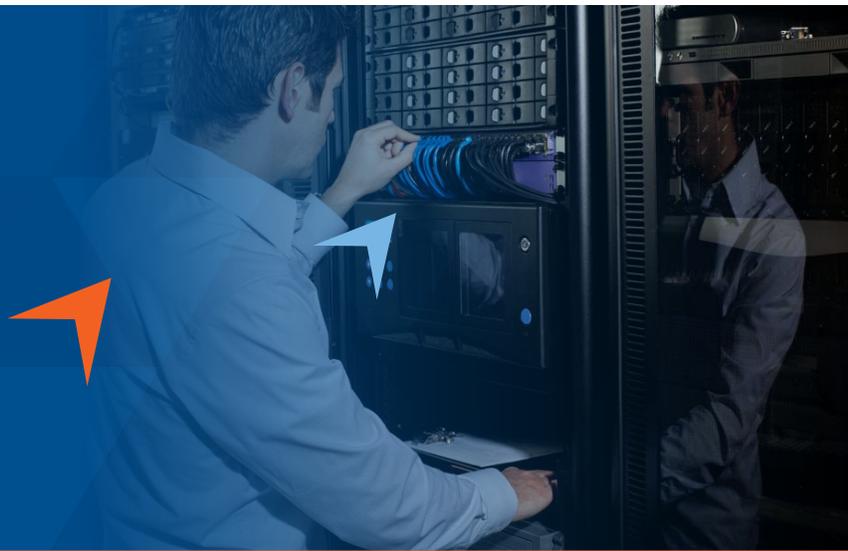


Streamline the Procurement Process

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 Federal Consulting (CNFC), may receive sole-source contracts within the DoD up to \$100 million, without a justification and approval (J&A) and an unlimited ceiling with J&A (DARS Tracking Number 2020-00009 and FAR 6.303-1[b]). In addition to providing an accelerated acquisition timeframe, a direct award cannot be protested, reducing transition risk. They also provide the ability to award CNFC a broad scope of work with little ramp-up time necessary for our team to start providing the requested professional services while providing adequate contract capacity for this critical requirement.

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 CNFC)

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
- 11 Requests more information from 8(a) firm as necessary

8(a) Team (Prime & Partners)

- 12 Negotiates final price & deliverables with contracting officer

Contracting Office

- 13 Determines the cost is fair & expertise is rated

- 14 Assembles contract & forwards to SBA

All Parties

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

Call today to put CNFC to work for you.

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