

SBA 8(a) Program: Simplifying Contracting Accelerate the Contracting Process While Reducing Cost & Effort

What is the Small Business Administration (SBA) 8(a) Program?

The SBA 8(a) Business Development (BD) Program was designed to simplify the federal procurement process for certified business participants. The 8(a) BD Program was developed to enable federal government Program Managers to save time, effort, and cost in the procurement process and to protect the interests of small business concerns. Overall, this program serves to preserve free competitive enterprise and to maintain and strengthen the overall economy of our nation.

With projects of up to \$7 Million / \$4 Million (Manufacturing / all other NAICS, respectively), the 8(a) BD Program allows for direct contracting without a lengthy competitive process. This allows a project to begin in a timely manner. Bottom line: time sensitive projects can get started in days instead of months.

Why use an 8(a) contract vehicle?

Choosing an 8(a) Firm allows your organization to work directly with a company that is both experienced and efficient in consulting to develop and implement business, technology and engineering initiatives. The benefits of using an 8(a) contract vehicle include:

- Significantly faster procurement process – start the project in days instead of months
- Ability to procure both goods and services
- Streamlined approach to the project - due to reduction in bureaucracy

Decide on an 8(a) contractor? Here's what to do next:

- **Step 1: Agency Offering** ([FAR 19.804-2](#))
 - Send a Letter of Intent that follows the guidelines provided in FAR 19.804-2.
 - Email your letter of intent to award procurement to the SBA for acceptance: RDOfferLetters@sba.gov
- **Step 2: SBA Acceptance** ([FAR 19.804-3](#) & [13 CFR 124.503\(a\)](#))
 - SBA's Letter of Acceptance will be responded to within the following timelines:
 - Within 2 working days of receipt
 - » Contracts less than \$250K
 - Within 5 working days of receipt
 - » Contracts between \$250K and \$4.0M
 - Within 10 working days of receipt
 - » Contracts greater than \$4.0M

Need more information?

Staff Training Contact our office to schedule your next group training session. This training is geared towards helping your team understand how to best utilize this program in accordance with your acquisition strategy. It is completely customizable to your agency's needs and requirements.



SBA 8(a) Business Development Program

Contract Award Cheat Sheet

Acquisitions valued at or below (SAT)	Sole Source Procurements	Competitive Acquisitions
\$10,000 – \$250,000	Up to \$4,000,000 or \$7,000,000 (manufacturing)	Greater than \$4,000,000 or \$7,000,000 (manufacturing)
<ul style="list-style-type: none"> No offering and acceptance required. Agency can directly award a firm a requirement that is at or below the Simplified Acquisition Threshold (SAT). 	<ul style="list-style-type: none"> Offering and acceptance is required. Allow 10 working days at District office level. On 6th 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.* 	<ul style="list-style-type: none"> Offering and acceptance is required. Allow 10 working days at District Office level. If necessary, 5 working days at Associate Administrator Level; on 11th day acceptance may be assumed.
Must obtain an eligibility determination from Servicing SBA District Office .	Offer and acceptance serves as an eligibility determination.	Must obtain an eligibility determination prior to award.

**The SBA may not accept for negotiation a Sole Source 8(a) contract that exceeds \$22 million unless the requesting agency has completed a justification accordance with the requirements of FAR 6.303.*