

THE 8(a) ANC CONTRACTING HANDBOOK

www.tanaq.com

2018

PROCESSING 8(a) SET-ASIDE CONTRACTS

St. George Tanaq Corporation (SGT) is an Alaska Native Corporation representing the shareholders from the Pribilof Island community of St. George, Alaska. SGT currently has four (4) subsidiaries that are in the Small Business Administrations 8(a) Program; Helios Resources, Ltd., Tanaq Environmental, LLC, Tanaq Construction, LLC, and Tanaq Government Services, LLC. These four subsidiaries are eligible for sole source awards and SGT is committed to making the process simple and fast.

INTRODUCTION

The 8(a) ANC contracting method is the most powerful and flexible contracting tool available to the government Program Manager. It is designed to assist SDB firms and is the only **procurement technique that allows Government Program Managers the sole discretion** to choose a specific contractor team for tasks and award a sole source 8(a) ANC contract, saving substantial work throughout the procurement cycle. This translates into valuable time and cost savings. By adding this contracting method to other available means of procurement, when appropriate, the **government is better able to achieve their goals and objectives.**

This brochure is designed to acquaint our clients with the 8(a) ANC sole source method. It provides a brief description of the 8(a) ANC program and how it is administered by the SBA, explains the benefits of using the 8(a) ANC contracting method, and how government Program Managers can use the method.



BENEFITS OF THE 8(A) ANC PROGRAM

1. Bypass Costly Approval Process
2. Achieve Percentage Goal
3. Develop Small Disadvantaged Business
4. Exemption From Sole Source Thresholds

BYPASS COSTLY APPROVAL PROCESS

The “sole-source” method of procurement has become less available and less frequently used by the government than in the past. Even when possible, the government must justify source selection through a slow, costly, and sometimes complex chain of approvals. **With the 8(a) ANC sole source method, however, no such approval is needed.** Once the government Program Manager selects the desired 8(a) firm, they simply designate the firm on the procurement request as the suggested source and requests that the procurement be set-aside under the 8(a) program. The award of the 8(a) contract on a sole source basis can then be made.

ACHIEVE PERCENTAGE GOAL

Government agencies have specific percentage goals for awarding contracts to small, women-owned; small disadvantaged and socially and economically disadvantaged businesses. The 8(a) program makes full provision for the award of significant sole source contracts by government agencies. **The award of 8(a) sole source contracts is the primary means by which government agencies meet their 8(a) goals.**

DEVELOP SMALL DISADVANTAGED BUSINESS

The main purpose of the 8(a) program is to promote equal access for socially and economically disadvantaged individuals to participate in the business sector of the nation's economy. This includes Native Americans. It is recognized that small businesses may not always have the full scope of skills required to perform the government contract. To satisfy diversified skill requirements, the 8(a) firm is authorized to subcontract portions of the work to other companies. To prevent abuses from occurring, the total subcontracted amount cannot exceed prescribed percentages of the total contract. The 8(a) prime contractor must do 51% of the work over the life of the contract. The 8(a) firm has the flexibility to tailor the team to exactly match the Government Program Manager's needs consistent with the regulations of the 8(a) program.

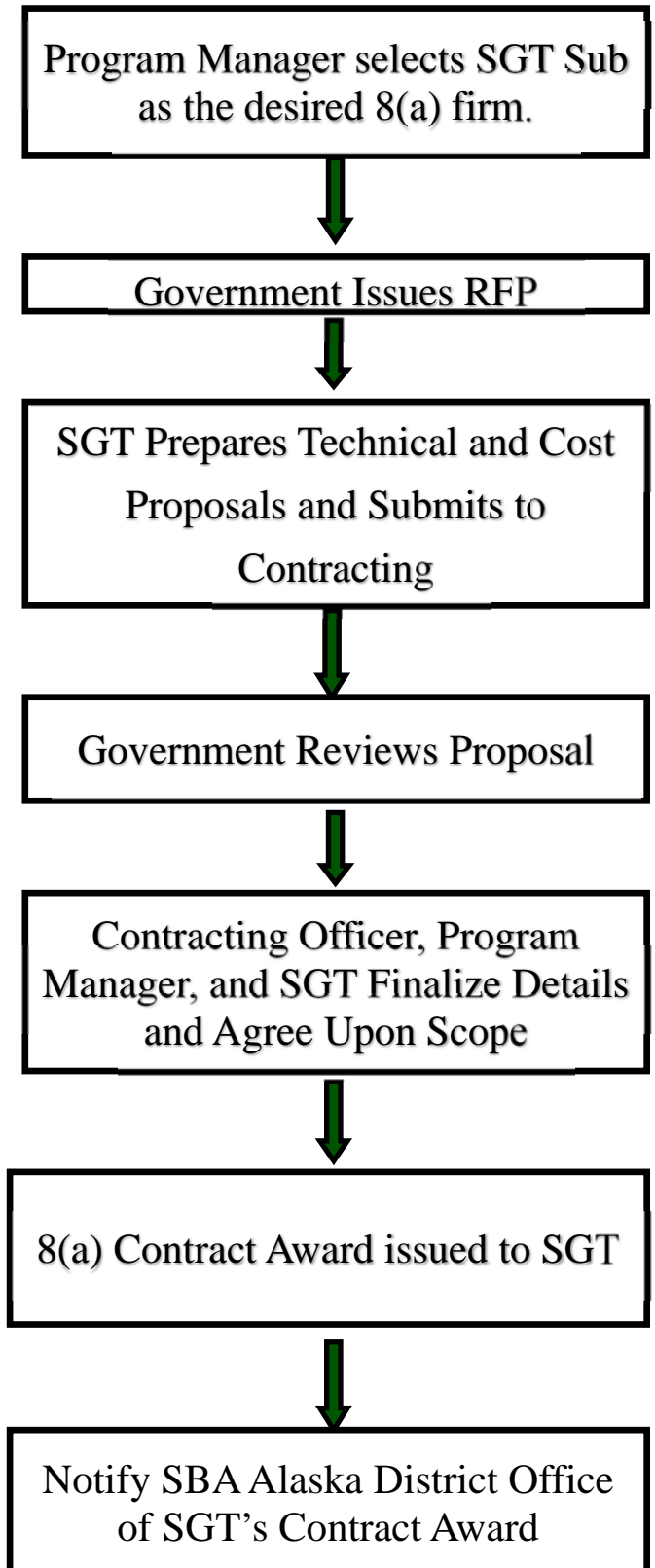
EXEMPTION FROM SOLE SOURCE THRESHOLDS

SGT, as an 8(a) firm owned by an ANC, will qualify and be exempt from the sole source thresholds on all sole source awards. SGT is capable of being awarded sole source contracts of any size.

8(a) Regulations:

13 C.F.R 124.506(b): SBA may award a sole source 8(a) contract to a Participant concern owned and controlled by an Indian tribe or an ANC where the anticipated value of the procurement exceeds the applicable competitive threshold if SBA has not accepted the requirement into the 8(a) BD program as a competitive procurement. There is no requirement that a procurement must be competed whenever possible before it can be accepted on a sole source basis for a tribally-owned or ANC-owned concern, but a procurement may not be removed from competition to award it to a tribally-owned or ANC-owned concern on a sole source basis.

PROCEDURES FOR AWARDING 8(A) SOLE SOURCE CONTRACTS



— SGT LOCATIONS —

SASGTLITE OFFICE:

SAN DIEGO, CA
St. George Tanaq Corporation
8880 Rio San Diego Drive, Suite 800
San Diego, CA 92108
www.tanaq.com

HEADQUARTERS:

ANCHORAGE, AK
St. George Tanaq Corporation
701 Sesame Street, Suite 200
Anchorage, AK 99503
Phone: 907-272-9886
Fax: 907-272-9855
Toll Free in Alaska: 888-811-9886

AUTHORIZATION TO AWARD AN 8(a) CONTRACT

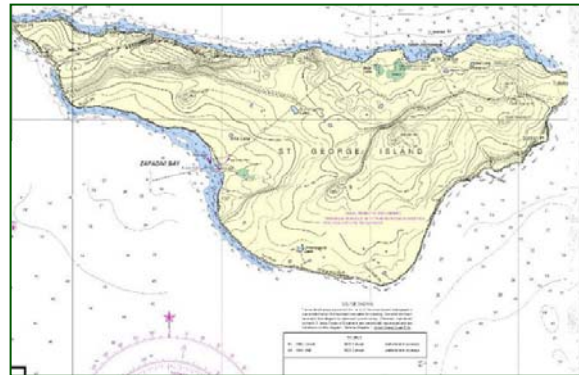
Once the Government Program Manager and the government contract organization have made the decision to award an 8(a) contract to SGT, a contract award letter is usually transmitted by the government agency as notification to the Alaska District Office of the SBA. The government agency is free to negotiate directly with SGT on the details of specific contract award. Once the proposal is received from SGT and negotiations are completed, the 8(a) contract is awarded to SGT. **The Alaska District Office of the SBA is notified of the contract award and a copy of the contract is transmitted for retention.**

The following information is especially important:

- ⇒ Specific name and address of the SBA Business Development
- ⇒ Specialist assigned to SGT Services.
- ⇒ Estimated dollar value of the contract. (*Note that as an 8(a) ANC the \$3,000,000 threshold does not apply to SGT Subsidiaries.*)
- ⇒ The NAICS code applicable to the contract.
- ⇒ The proposed Statement of Work.

SPEED IN WHICH THE CONTRACT IS AWARDED

The present trend in government contracting drastically reduces the number of 8(a) contract awards. This move to increase the number of competitive procurements will undoubtedly increase the time required to procure and satisfy needed requirements. However, the performance of competitive procurement actions is costly and time-consuming to the government. **The 8(a) program provides the Government Program Manager with an approved contracting vehicle to reduce the time and expense required to award a contract.** This is a major advantage of the 8(a) program.



— SGT'S SBA REPRESENTATIVE —



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