

# SBA 8(a) Directed (Sole-Source) Awards to Electrosoft

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## *Frequently Asked Questions (FAQs)*

### **1: What is the overall value proposition for using the 8(a) Directed Award contracting path?**

- **Reduces Risk:** The Agency gets to pick a proven and trusted vendor and not just end up with whoever wins a bid!
- **Saves Time** – Takes days to award compared to months through competitive route!
- **Saves Money:** Simplified acquisition saves the Agency money.
- **Conserves Technical Evaluation Effort:** The technical team won't have to evaluate stacks of proposals and waste valuable time, energy and money
- **Good for America:** It looks good for Agency Leadership to drive the Agency to meet socio- economic subcontracting goals and help America's small businesses
- **Un-protestable:** An 8(a) award cannot be protested by other vendors and therefore the procurement won't drag on forever, wasting valuable budget and time. Additionally, the procurement shop does not need to waste time and energy documenting for potential protests.
- In short, it is the **best, streamlined, procurement system** the government has!

### **2. Will I get in trouble for sole sourcing to an 8(a) company?**

- On the contrary, Agencies are encouraged to use 8(a) companies since it is a win-win for both Government and Small Businesses.
- It is a completely legal procurement method.
- Directed contracts have a cap of \$4 Million, so risk is automatically mitigated.

### **3. Will I be held accountable for having sole-sourced to Electrosoft if they end up not performing?**

- With a sole-source award to Electrosoft, you are picking an outstanding small business with a proven ability to deliver!
- The SBA has already vetted Electrosoft before bringing us into the 8(a) program!
- The SBA is accountable and responsible for successful delivery on every sole-source contract.

### **4. Doesn't competition get better pricing?**

- A competitive acquisition could actually increase costs as you have a much longer procurement cycle which automatically increases costs.
- Sole source awards are not protestable, so the Agency saves money spent on protecting against protests and responding to protests.
- You can negotiate with Electrosoft for the sole-source award - which isn't possible in competitive procurements
- You can generate an IGCE and see if Electrosoft's proposal falls within the competitive range

### **5. Will we lose control over the acquisition if we push it to the SBA?**

- Not true. You can make the next SOW/PWS slightly different from this one – which you'll probably do anyway!
- You can change something on the next iteration of the contract, and it will become a new procurement
- However, once you get used to the ease of 8(a) directed awards, you won't want to do it any other way!