



YULISTA

Step 1

Decision is reached to sole-source to Yulista.



Step 2

Intent to Award letter with description of project is sent to the Yulista SBA Representative by Contracting Officer or Specialist.



Step 3

SBA reviews project and makes determination that Yulista is capable of performing work.



Step 4

SBA sends letter of acceptance to Contracting Officer.



Step 5

KO informs Yulista and agency that they may now enter into negotiations and/or joint development of project plan.



Step 6

Once mutually acceptable terms are negotiated contract is awarded.

THE ANC 8(A) SOLE-SOURCE PROCESS

U.S. Small Business Administration
Seattle District Office

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Special ANC 8(a) Advantages
Sole-Source awards can be of any size:
(exempt from \$4M cap): Per 13 C.F.R.
124.506 (b)

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



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PROCEDURE FOR 8(A) SOLE SOURCE ACQUISITION

The advantages of contracting with an Alaska Native corporation (ANC) are:

- Direct contract awards allowed
- 22 Million dollar ceiling without a J&A, unlimited with an approved J&A
 - A significantly accelerated procurement timeline, without the disruptions and delays resulting from complex evaluations and resulting protests
 - Flexibility and reliability through direct negotiations per 13 CFR 124.503, competitive threshold exemptions per 48 CFR 19.805-1, and common management and administrative services between all Yulista subsidiaries
 - Elimination of pre-award schedule risk due to the non-protestable nature of ANC sole source procurements per 13 CFR 124.517
 - ANCs – unlike other 8(a) companies – provide the Government with a virtually unlimited sole source ceiling per 48 CFR 6.303-1
 - DOD contractors who offer ANC firm's subcontracts receive 5% of the total value of the subcontract as an incentive per Section 504 of the Indian Financing Act of 1974.

STEPS FOR 8(A) SOLE SOURCE PROCUREMENT

1. Identify the requirement/task for the 8(a) program
2. Meet with or discuss effort with the Office of Small Business Programs (Mrs. Cassandra F. Tharpe, AFMC AFSC/SB, 6-5872) this is critical/ must be done first.
3. Identify Funding
4. Write Statement of Work
5. Write the Market Research Report (if effort exceeds \$100,000 IAW FAR Part 10)
6. Write the Purchase Request and identify the 8(a)
7. Meet with the Contracting Officer to go over the requirement
8. Finalize PR package and submit to Contracting
9. Contracting will forward the package to WR-ALC/SB via DD Form 2579 (SB Coordination Record) IAW DFARS 219.201(d)(10)(A) & (B) and AFFARS 5319.201
10. WR-ALC/SB will coordinate on the DD 2579 as sole source 8(a) set-aside and issue an offering letter to the Small Business Administration (SBA) District Office which handles the selected 8(a) firm. As an ANC, our SBA Office is in Sometown Washington . Five business days are afforded the SBA to render their acceptance of the offering. See FAR 19.804-2.

NOTE: For requirements estimated under \$100,000, the 8(a) offering letter to SBA is not required if award of a purchase order is anticipated IAW DFARS 219.800. (A sole source justification is not required either)

11. Upon SBA acceptance of the 8(a) offering, the contracting officer can issue the solicitation to the 8(a) firm. See FAR 19.804-3.
12. The 8(a) firm then submits a proposal and the contracting officer negotiates and makes award.

For sole source 8(a) set-aside, synopsis in FedBizOpps is not required IAW FAR 5.202(a) (4) and a Justification & Approval (J&A) is not required IAW FAR 6.302-5(c) (2) (i)