



# Federal Contracting Readiness (FCR) Program Summary



## **Program Overview**

Ruffin Consulting's FCR Program is designed to minimize risks associated with the Federal Contracting Readiness (FCR) of certifying 8(a) firms. Risk mitigation is accomplished first by objectively assessing the FCR of potential 8(a) candidates to determine each candidate *Potential for Success* before applying to the 8(a) BD Program or while the submitted 8(a) application is being evaluated.

## **Program Format**

8(a) candidate assessment initiates two (2) tracks of 7(j) M&TA training.

- **Track 1** – designed for candidates that currently lack the minimum requirements for Potentials for Success. Upon completion of Track 1 classes, these 8(a) candidates can start Track 2 and the 8(a) BD application process.
- **Track 2** – designed for candidates that meet the minimum requirements for Potential for Success – the 8(a) BD application process also starts with Track 2 candidates.
- **Track 3** – designed for existing 8(a) BD Certified Firms. Training TBD based on 8(a) firms requested needs

## **Track 1 - 5 Certifiable Classes (In-class or web-based)**

- Eligibility Requirements for SBA 8(a) BD Program
- Contractor's Qualification Requirements – Per FAR 9
- Basic Understanding of the Federal contracting environment
- Preliminary Market Research
- Is the Federal Contracting the right fit for my small business

## **Track 2 – 6 Certifiable Classes (In-class or web-based)**

- 8(a) Eligibility
- Basic Understanding of the Federal Contracting Environment
- Federal Contractor Qualification (FAR 9), including DCAA Compliance
- Capture Management and Bid Strategies and Strategic Alliances - Preliminary Market Research
- 1010C – 8(a) Business Plan Training / Development
- Planning for Transitioning Out of the 8(a) BD Program

## **Learning Objective**

**FCR Program is an eight-week (2 Month Commitment), hands-on program that includes:**

- Understanding “Potential For Success”
- Federal Contracting Readiness Assessment
- Providing 7(j) M&TA in preparing & submission of 8(a) applications
- How to become and maintain your Federal contracting readiness
- Preparing and submission of your SBA approved Business Plan (1010C)
- Performing effective market research
- Developing a preliminary capture plan
- Advance 8(a) BD M&TA training

## **How to Participate**

Please use the following link to register and submit appropriate Initial Assessment Form

<http://www.123formbuilder.com/form-4889940/form>