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The 8(a) Business Development Program

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Office of BD’s **NEW & EXCITING** Initiatives

- Streamlined 8(a) Application Process
- Streamlined 8(a) Annual Review Process
- Deployment of Certify.SBA
- Re-engineered 7j Program (FREE Business Development Training)
- Enhanced 8(a) Mentor-Protégé Program
- 8(a) Program Digital Service Initiative
Spread the Word ....
Streamlined 8(a) application process!

• Past:
  o Cost of $4k-$6K for firm to hire a consultant to complete the complex 8(a) application
  o Application processing times of 6-12 months with 47% approval rate
  o High administrative burden on all parties involved in application process

• Current:
  o Reduction of approximately 50% of required documents
  o Application processing times of 90/60/30 days
  o Increase in approval rate to 82%
Spread the Word ....
Streamlined 8(a) annual review process!

• Past:
  o Annual reviews processed the same as 8(a) applications
  o Annual termination of about 200 firms due to failure to submit paperwork
  o Focus placed on compliance rather than business development

• Current:
  o Reduction of about 60% of required documents
  o Streamlined SBA Form 1450 to make easier to complete
  o Managing risk of fraud, waste, and abuse while shifting focus to business development
Spread the Word .... Deployment of Certify.SBA

• Past:
  o Outdated software and hardware to support application systems
  o Poor user experience for everyone
  o Silo for each programs’ application system functions

• Current:
  o Certify.SBA established to ensure SBA’s Small Business Certifications (WOSB, ASMPP, 8(a), HUBZone) & Small Business Search products are more secure, easier to use, more robust, more efficient and more flexible
Spread the Word .... Deployment of Certify.SBA Cont’d.

• Current Cont’d.:
  o Modernized platform; retirement of legacy systems
  o Reduction in the administrative burden on firms – firms no longer have to submit the same information multiple times
  o Creates consistency across programs
  o Collaboration with the U.S. Digital Service Team = Agile Development
Spread the Word ....
Re-engineered 7(j) Training Program

• Past:
  o Program is significantly underutilized

• Current:
  o Strengthened 7(j) with more relevant topics:
    ▪ Cybersecurity
    ▪ DCAA cost accounting standards
    ▪ Strategizing for a winning price
    ▪ How RFP elements influence strategy
    ▪ Developing the tech proposal
    ▪ Development of HR systems

Free Training!
Spread the Word ....

Enhanced 8(a) Mentor-Protégé Program

• Past:
  o Application processing time of 6-12 months or even years
  o Focus on compliance rather than business development

• Current:
  o Streamlined 8(a) Mentor-Protégé application process
  o HQ approval within 3-5 days!
  o Increased Federal Agency confidence in our MP Agreements
  o Mentors pushed to significantly enhance business development and, where possible, assist with expanding international operations (OCONUS services or exporting products)
Spread the Word ....
Enhanced 8(a) Mentor-Protégé Program Cont’d.

• Current Cont’d.:
  
  o Increased number of 8(a) Graduates serving as mentors
  
  o Established Annual Mentor Protégé Conference with “SPEED-DATING” – May 9-11, 2017 in Crystal City/Arlington, VA.
8(a) Program Digital Service Initiative

• Collaboration with the U.S. Digital Service = new tool for Federal Contracting Officers to procure digital services

• 8(a) Program allows procuring agencies to make quick, direct awards for procurements up to $4 million in value

• Procuring agencies which award digital services requirements through the 8(a) Program need not request release from 8(a) competition when awarding digital service developmental iterations or add-on services
Spread the Word ....

8(a) Program Digital Service Initiative

• Each acquisition involving digital service projects must fall within the strict scope as defined in the three Statement of Objectives:
  o Learn the Process
  o Select the Tech
  o Build the Minimal Viable Product (MVP)

• For more information, please visit: https://techfarhub.cio.gov/do-IT/SBA_8a/
Office of Business Development

Over 160 8(a) Business Opportunity Specialists (BOS)

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57 BD Personnel within the HQs
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