

Smart – Bold - Accessible

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

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Streamlined 8(a) application process!

- Past:
 - Cost of \$4k-\$6K for firm to hire a consultant to complete the complex 8(a) application
 - Application processing times of 6-12 months with 47% approval rate
 - High administrative burden on all parties involved in application process
- Current:
 - Reduction of approximately 50% of required documents
 - Application processing times of 90/60/30 days
 - Increase in approval rate to 82%

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Streamlined 8(a) annual review process!

- Past:
 - Annual reviews processed the same as 8(a) applications
 - Annual termination of about 200 firms due to failure to submit paperwork
 - Focus placed on compliance rather than business development
- Current:
 - Reduction of about 60% of required documents
 - Streamlined SBA Form 1450 to make easier to complete
 - Managing risk of fraud, waste, and abuse while shifting focus to business development

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Deployment of Certify.SBA

- Past:
 - Outdated software and hardware to support application systems
 - Poor user experience for everyone
 - Silo for each programs' application system functions
- Current:
 - 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

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Deployment of Certify.SBA Cont'd.

- Current Cont'd.:
 - Modernized platform; retirement of legacy systems
 - Reduction in the administrative burden on firms – firms no longer have to submit the same information multiple times
 - Creates consistency across programs
 - Collaboration with the U.S. Digital Service Team = Agile Development

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Re-engineered 7(j) Training Program

- Past:
 - Program is significantly underutilized
- Current:
 - 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!

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Enhanced 8(a) Mentor-Protégé Program

- Past:
 - Application processing time of 6-12 months or even years
 - Focus on compliance rather than business development
- Current:
 - Streamlined 8(a) Mentor-Protégé application process
 - HQ approval within 3-5 days!
 - Increased Federal Agency confidence in our MP Agreements
 - Mentors pushed to significantly enhance business development and, where possible, assist with expanding international operations (OCONUS services or exporting products)

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Enhanced 8(a) Mentor-Protégé Program Cont'd.

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

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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

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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:
 - Learn the Process
 - Select the Tech
 - 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
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