In accordance with SBA regulations the 8(a) Sole Source Award Program allows federal agencies to waive the government-mandated “competition” rule for requirements that can be performed by two or more eligible firms, by negotiating directly with a particular 8(a) firm. This is the only Federal program nationwide that allows this type of sole source award. For an 8(a) sole source (also called “direct negotiation”) valued under $6.5M, there is no Justification & Approval (J&A) required. J&As are a formal document which detail the authority, rationale, and other information supporting an instance of contracting without using full-and-open competition. For more information on this refer to statute 6.303-2(d).

If you are an End-User (Submit Items 1-3 simultaneously to The Contracting Officer):

1. The end-user contacts the Contracting Officer (CO) via email or written letter to request their procurement be purchased through an 8(a) Sole Source Vehicle. An end user requesting an 8(a) sole source set aside contract is exempt from the requirement to write a Justification & Approval (J&A) letter per FAR 6.302-5(c)(2)(iii).
2. The end-user submits a capabilities statement of Strategic Advanced Communications (SAC) to the CO.
3. The end-user submits the contact information of SAC’s Small Business Administration (SBA) officer, listed below:
   Robert A. Coffey
   Supervisory Business Opportunity Specialist
   United States Small Business Administration (Kentucky District Office)
   Phone: (502) 582-5971 x266
   Email: robert.coffey@sba.gov
4. Important: Submit the Contracting Officer's (CO) contact information to Strategic Advanced Communications with the Purchase Request (PR) number (if applicable) assigned to your Bill of Materials. Mr. Coffey from the SBA will send a letter/email to the CO acknowledging the sole source request and will validate to the Contracting Officer the competencies of Strategic Advanced Communications.

If you are a Contracting Officer:

1. The CO composes an “offer” letter to Mr. Coffey, the SBA official assigned to SAC. The letter “offers” the requirement to the 8(a) program. Upon SBA approval of the offer letter from the CO, an “acceptance” letter is then sent to the CO.
2. Negotiation process between the CO and SAC can now begin. Pricing and validation is discussed in the negotiation process.
3. The CO completes a SF1449 form awarding the contract to SAC through the 8(a) Sole Source Vehicle. If the CO needs assistance in writing an “offer” letter or preparing a SF1449, please contact:
   Robert A. Coffey
   Supervisory Business Opportunity Specialist
   United States Small Business Administration (Kentucky District Office)
   Phone: (502) 582-5971 x266
   Email: robert.coffey@sba.gov
4. The 8(a) program contracting procedures can be found at FAR 19.8. See the link below:
   https://acquisition.gov/far/current/html/Subpart%2019_8.html#wp1092796
5. Agencies/departments reporting to the Federal branch have their own supplemental regulations. The DoD utilizes DFARS. In addition, The Marines and Navy utilize NMCARS. In short, a Marine Corps CO must conduct business while adhering to FAR, DFARS, and NMCARS.

For inquiries contact
Kathy Mills
Phone: 502-657-3412
Email: kmills@yourstrategic.com
Core Competencies

Strategic Advanced Communications is positioned to assist government agencies in their mission to create the conditions for growth and opportunity by promoting innovation, entrepreneurship, competitiveness, and stewardship by providing the following integrated technology solutions:

- VoIP Phone Systems (Unified Communications/Presence/Video)
- Audio/Video Design and Implementation (Crestron/Polycom/Cisco)
- Structured Cabling Solutions and Installation
- Network Engineering (Routing/Switching)
- Cloud Initiatives (Public/Private/Hybrid)
- Desktop and Server Virtualization (Oracle)
- Secure Desktop, Laptop, Mobile, Wireless, BYOD

Differentiators

- 20+ years of experience in offering customers integrated IT solutions
- 24/7 emergency phone support, Help Desk, NOC
- 8(a) contract management department that streamlines sole-sourcing process for Contracting Officers
- Delivered over $250 million in IT equipment
- 90% of our engineers are certified by leading OEMs (ie: Cisco/Crestron/Dell)
- Unlimited Credit Line
- Contracting/procurement vehicles
- Accessibility to over 300,000 manufacturer SKUs

Past Performance

US Patent and Trademark Office – Alexandria, VA: Strategic provided off-the-shelf IT equipment as well as providing Cloud infrastructure as a service utilizing Amazon Web Services platform.

United States Marine Corp. TSO – Indianapolis, IN and Kansas City, MO: Strategic provided a multi-site PBX, VoIP & Collaboration solution utilizing SMART technologies to enhance productivity.

SPAWAR Atlantic – United States: Strategic procured over $250 million in off-the-shelf products to SPAWAR end-users including Navy Medical, USMC and SOCOM. Delivered $3 million network solution to Marforf Cyber utilizing Cisco Professional Services.

NASA’s Goddard Space Flight Center – Greenbelt, MD: Strategic provided on-site repairs and service in a multi-vendor IT environment. Strategic has never missed a defined SLA requirement and all repairs have been completed in less than 24 hours.

Ireland Army Community Hospital – Fort Knox, KY: Strategic provided 24/7 maintenance and installation services to over 20 VTC conference rooms, security equipment and infant tracking systems.