

CORPORATE HEADQUARTERS:

818 St. Augustines Drive
Winnebago, NE 68071
800-298-0710/402-614-4768

OTHER LOCATIONS

South Sioux City, NE
Omaha/Bellevue, NE
Alexandria, VA



8(a) SOLE SOURCE/DIRECT AWARD CONTRACTS

Who we are

Flatwater Professional Services Company offers nationwide solutions for full-service professional services offering the cost-effective results for your talent acquisitions, training, and professional support. We have the team and experience to deliver a complete solution with the highest level of professionalism, quality and courtesy that you should expect. Our long-standing established relationships, talent recruiting, and in-house Human Resources department will streamline process to meet your needs at the right time and the right cost for your project.

Benefits

Reduce Decision Cycle: The time required to award an 8(a) sole source contract is usually within days.

Lower Administrative Costs: Procurement process and time is reduced to a minimum.

Best Value: Agency negotiates with the firm directly to get the best value.

Simplified and Shortened Acquisition Process: Quick transition to full contract operations typically in 30-60 days.

Promoting Small Business Credit: Agency credit for promoting small business participation.

Low Risk, Seamless Execution: Open negotiations.

Certifications

8(a) Certification: Yes, through March 12, 2030

Socioeconomic Data: SBA 8(a) Small Disadvantaged Business, Indian Small Business Economic Enterprise (ISBEE), Buy Indian, and Tribally Owned Firm

System for Award Management (SAM): Active Registration

5 Easy Steps

The Small Business Administration (SBA) 8(a) Sole Source vehicle enables agencies to engage in direct buy contracts with certified contractors. As per FAR 19.805-1(b)(2) and 13 CFR 124.506(b), a Tribally-Owned 8(a) contractor, can accept Sole Source Awards up to \$25 million and \$100 million on DoD contracts.

- 1 Define the Project Scope:** Develop a statement of work, prepare a government estimate, and obtain the necessary funding for the project.
- 2 Select Flatwater Professional Services Company for the Project:** Submit a procurement request to the agency contracting officer stating Flatwater, Incorporated has been selected to do the work.
- 3 Submit an Offer Letter:** Prepare and submit an Offer Letter to SBA Nebraska District office's Lead Business Opportunity Specialist, Lisa Tedesco at melissa.tedesco@sba.gov.
- 4 Offer Letter Accepted:** SBA processes the Offer Letter and returns it to the contracting officer who submits the Statement of Work and Request for Proposal or Quotation to Flatwater Professional Services Company. (SBA is the "prime" contractor and Flatwater, Incorporated is a "subcontractor" to the SBA)
- 5 Contract Awarded:** Flatwater Professional Services Company submits the proposal which is evaluated and negotiated (if necessary) by the agency and the contract is awarded.



Offer Letter Requirements

- ◆ A description of the work to be performed;
- ◆ The estimated period of performance;
- ◆ The NAICS code that applies to the principal nature of the acquisition;
- ◆ The anticipated dollar value of the requirement, including options, if any;
- ◆ Any special restrictions or geographical limitations on the requirement;
- ◆ The location of the work to be performed for construction procurements;
- ◆ Any special capabilities or disciplines needed for contract performance;
- ◆ The type of contract to be awarded, such as firm fixed price, cost reimbursement, or time and materials;
- ◆ Bonding requirements, if applicable;
- ◆ Identification of all Participants which have expressed an interest in being considered for the acquisition;
- ◆ Identification of all SBA field offices which have requested that the requirement be awarded through the 8(a) BD program;
- ◆ A request, if appropriate, that a requirement whose estimated contract value is under the applicable competitive threshold be awarded as an 8(a) competitive contract;
- ◆ A statement that the necessary justification and approval under the Federal Acquisition Regulation has occurred where a requirement whose estimated contract value exceeds \$25,000,000 is offered to SBA as a sole source requirement on behalf of a specific Participant; and
- ◆ Any other information that the procuring activity deems relevant or which SBA requests.

When a procuring activity contracting officer indicates his or her formal intent to award a procurement requirement, 13 CFR 124.502- 3 (c), as an 8(a) contract by submitting a written offering letter to SBA. The letter to SBA may by electronic mail or by facsimile, as well as by mail or commercial delivery service.

Flatwater Professional Services Company is a subsidiary of Ho-Chunk, Inc., the award-winning economic development corporation owned by the Winnebago Tribe of Nebraska.

Submit an "Offer Letter" to:

Lisa Tedesco

Lead Business Opportunity Specialist

melissa.tedesco@sba.gov

402.221.7229

U.S. Small Business Administration
Nebraska District Office
10675 Bedford Avenue, Suite 100
Omaha, Nebraska 68134

