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MONTHLY MARKETING TIPS



8a—How does it help? Do you Qualify?



8(a) Certified

In order to help small, disadvantaged businesses compete in the government market place, the SBA created the 8(a) Business Development Program.

Here's how it works!

What is the 8(a) Business Development Program?

- 8(a) is a business assistance program designed for small disadvantaged businesses. 8(a) offers assistance to firms that are owned and controlled at least 51% by socially and economically disadvantaged individuals.
- It's essential for helping socially and economically disadvantaged entrepreneurs gain access to the economic mainstream. 8(a) helps thousands of entrepreneurs gain a foothold in government contracting.
- Participation in the program is divided into a four-year developmental stage and a five-year transition stage.

Benefits of the Program

- Participants receive sole-source contracts up to \$4 million for goods and services and \$6.5 million for manufacturing. SBA helps 8(a) firms build competitive and institutional know-how, they encourage participation in competitive acquisitions and long term IDIQ/GWAC contracting vehicles.
- 8(a) firms are able to form joint ventures and teams to bid on contracts. Enhancing the ability of 8(a) firms to perform large prime contracts and overcome the effects of contract bundling, the combining of two or more contracts together into one large contract. The Mentor-Protégé Pro-gram allows starting 8(a) companies to learn the ropes from other experienced 8(a) businesses.

Requirements and Goals of the 8(a) Business Development Program

The goal is to graduate 8(a) firms that will go on to thrive in a competitive business environment. The requirements in place to help achieve this goal require 8(a) firms to:

- Maintain a balance between their commercial and government business.
- Limit the dollar value of sole-source contracts that an individual participant can receive while in the program: \$100 million or five times the value of its primary NAICS code.

To make sure 8(a) firms are on track the SBA district offices monitor and measure the progress through:

- Annual reviews
- Business planning
- Systematic evaluations
- 8(a) participants take advantage of specialized business training, counseling, marketing assistance, and high-level executive development provided by the SBA and resource partners. Participants are eligible for assistance in obtaining surplus government property and supplies, SBA-guaranteed loans, and bonding assistance.

Eligibility — Continued on the next page...



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If your company qualifies you will take advantage of winning government orders earmarked for 8a firms. Your 8a status can be leveraged in all of the government contracting opportunities!

Eligibility Requirements

To qualify for the program, a small business must be owned and controlled by a socially and economically disadvantaged individual.

Under the Small Business Act, certain individuals are presumed socially disadvantaged:

African-Americans, Hispanic Americans, Asian Pacific Americans, Native Americans (American Indians, Eskimos, Aleuts, or Native Hawaiians), and Subcontinent Asian Americans.

An individual who is not a member of one of the groups listed can also be admitted to the program if he/she shows - through a "preponderance of the evidence" - that he/she is socially disadvantaged. For instance, an individual may show social disadvantage due to race, ethnic origin, gender, physical handicap, long-term residence in an environment isolated from the mainstream of American society; or other similar causes. In addition, a socially disadvantaged individual must show economic disadvantage by submitting a narrative and personal financial documentation about one's income, assets, and net worth.

Generally, successful applicants must also meet the following additional requirements

- The business must be small according to the Size standards for small business concerns;
- The business must demonstrate a potential for success (generally by being in business for, at least, two years);
- The business must be unconditionally owned and controlled by
 1. by one or more disadvantaged individuals who
 2. are US citizens and who
 3. are of good character.;

A business can also qualify for the 8(a) BD program if the firm is owned by an Indian tribe, an Alaska Native Corporation (ANC), a Native-Hawaiian Organization (NHO), or a Community Development Corporation (CDC). The specific requirements with further explanations are in 13 CFR 124 8(a) Business Development.

NCI's will process your 8a application for just

\$3,500

Contact NCI Today for more info!

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