



SBA 8(a) Sole Source Guide

The Small Business Administration (SBA) allows government agencies to award contracts directly to participants in the 8(a) business development program without competition. Analytica is an 8(a) participant through March 28, 2025.

Benefits of 8(a) Sole Source

- Simplified procurement process - A contract can be awarded with a less detailed procurement document and time to award is usually within weeks
- Lower administrative costs - Shorter procurement time and easier decision making process
- Best Value Pricing - Agency can get the best value as they negotiate directly with the firm
- Best Value Services - Agency can determine and evaluate the capabilities of desired 8(a) firm

Steps to establish 8(a) Sole Source

1. The interested government agency develops a statement of work, prepares a government price estimate, and obtains the necessary funding.
2. The interested agency chooses Analytica to perform the work and submits a procurement request to the agency's Contracting Officer (CO).
3. The agency's CO submits an "Offering Letter" to Analytica's SBA representative:
Sheila B. Watson, Business Development Specialist U.S. Small Business Administration. (202) 235-2969; Sheila.Watson@sba.gov
4. SBA then reviews and confirms Analytica's eligibility. If the contract is accepted, the agency can then proceed with developing a contract.
5. Analytica then submits a proposal which is evaluated and negotiated (if necessary) by the agency.
6. Once agreed upon, the CO prepares a contract award document and period of performance can begin as agreed.

For assistance navigating the 8(a) sole source process, please contact Analytica's contracting office: contracts@analytica.net.

Contract Vehicles

Select a contract vehicle to visit the page on our website to learn more!

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[GSA MAS 54151S](#)

[GSA MAS 541611](#)

[GSA STARS III](#)

[CMS DASH](#)

[CMS SPARC SB HUBZone 8a](#)

[DoEd SharePoint BPA](#)

[SEC QRADS](#)

[IRS RAAS DAIS](#)

[CFPB Data Analytics BPA](#)

NAICS Codes

511210

541611

541330

541618

541512

541690

541511

518210

541513

541990

541519

611420

UEI: WUSTCRNJKLT6

CAGE: 5H4Q5



Who We Are

Analytica is an award-winning consulting and technology services provider that supports public-sector civilian, national security, and health missions. We specialize in data-driven solutions, which have been recognized by organizations such as NYU's Governance Lab for driving public sector modernization and innovation. Analytica is an SBA Certified 8(a) that has been honored as one of the 250 fastest-growing businesses in the U.S. for three consecutive years by Inc.

What We Do

Advanced Analytics

- Data Science
- Data Wrangling & Visualization
- Machine Learning
- Natural Language Processing
- Business Intelligence
- Dashboard & Reporting

Digital Transformation

- DevSecOps
- Application Development
- Systems Engineering
- Automation
- Continuous Integration / Continuous Delivery

Enterprise Data Management

- Data Modeling and Integration
- Data Stewardship
- Data Governance
- Data Interoperability
- Architecture Patterns
- Domain-level Data Exchanges

Human Centered Design

- Stakeholder Engagement
- Eliciting Business Needs
- User Outreach & Research
- Prototyping & Iterative Designs
- Data-driven Decisions
- User & Stakeholder Validation

Management Consulting

- Change Management
- Mission Support Services
- Business Process Management
- Performance Management
- Business Transformation

Training & Coaching

- Agile Transformation
- Gap Analysis
- Maturity Assessments
- Multi-faceted learning Solutions



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