

# SOLE-SOURCING WITH A BRISTOL COMPANY

Alaska Native Corporation-owned 8(a) Program companies can be awarded sole-source awards with no competition, and no competitive threshold dollar limitation on the contract amount, per CFR 124.506(b) and FAR 19.805-1(b). The \$3.5 million FAR limit does NOT apply to ANC-owned 8(a) companies.

## FAR 19.805-1(b)

Specifically, Federal Acquisition Regulation (FAR) 19.805-1(b)(2) permits the award of sole-source contracts to concerns owned by Indian tribes or Alaska Native Corporations, without regard to the dollar thresholds that would otherwise require a competitive 8(a) procurement.

## CFR 124.506(b)

The Code of Federal Regulations (CFR) 124.506(b) allows for exemption from competitive thresholds for Participants owned by Indian tribes "if SBA has not accepted the requirement into the 8(a) BD program as a competitive procurement."

"There is no requirement that a procurement must be competed whenever possible before it can be accepted on a sole source basis for a tribally-owned or ANC-owned concern, but a procurement may not be removed from competition to award it to a tribally-owned or ANC-owned concern on a sole-source basis."

Previous sole-source awards to our ANC 8(a) companies have ranged from \$3.5 million to more than \$27 million.

## CURRENT BRISTOL 8(a) FIRMS

The Bristol Alliance of Companies is a group of Alaska Native-owned engineering, construction and environmental services companies with offices in Alaska, Washington, Texas and North Carolina, which often team together as well as working on projects independently.

Three Bristol Alliance contracting companies are currently ANC 8(a) firms: Bristol Design Build Services, LLC, Bristol Environmental Remediation Services, LLC, and Bristol Construction Services, LLC. Their logos appear on this page, at the top right.

*Bristol Environmental & Engineering Services Corporation is a graduate of the 8(a) program and may no longer receive sole-source contracts, Bristol Industries, LLC, a support firm, does not contract out services.*

## BRISTOL'S 8(a) FIRMS 2010



### ADVANTAGES INCLUDE:

- Financial backing and resources of a \$1.3 billion (FY '08) ANC
- Close to \$7 million in heavy equipment and related maintenance resources
- Unlimited-size sole-source awards allowed with our ANC 8(a) companies
- Small Business Administration support.



## STEPS TO SOLE-SOURCING

An 8(a) contract can be awarded as a three-party agreement in which the procuring activity, SBA and the Bristol ANC 8(a) company all sign the appropriate contract documents. In certain cases where SBA has delegated contract execution authority (see DoD Business Development Partnership information below), contracts may be awarded directly by the procuring activity to the Bristol ANC 8(a) company.

A sole source award is made as follows:

- An offering letter is sent from the Procuring Activity to the SBA 8(a) Business Development Program (BDP). The letter must nominate the appropriate Bristol company as the 8(a) BDP Participant. (The SBA can provide an offering letter template, as needed.)
- SBA determines whether to accept the Procuring Activity's offer and notifies the Procuring Activity within 10 working days.

### **DoD Business Development Partnership**

The Department of Defense has a Business Development Partnership (BDP) Agreement in place with SBA. For this reason, SBA delegates its award and contract management functions to DoD for 8(a) BDP awards. In the case of 8(a) sole source awards made through DoD, the process is as follows:

- After SBA approval, DoD Procuring Activity makes the direct award with Bristol.
- Bristol begins contract work immediately.

SBA will sign the contract and return it to the procuring activity within three days.

Existing procurements may not be removed from competition to make a sole-source award.

If you are unsure which Bristol company is the best fit for your project, one of our proposal managers will be happy to help direct you: Contact either Angela Lowe in Alaska, at 907-563-0013, [alowe@bristol-companies.com](mailto:alowe@bristol-companies.com), or Sydne Lenhardt in Washington, at 360-651-9622, [slenhardt@bristol-companies.com](mailto:slenhardt@bristol-companies.com).

### **For more information, or to make a sole-sourcing offer to a Bristol company, contact:**

Joyce Courtney, Business Opportunity Specialist  
SBA Alaska District Office  
510 L Street, Suite 310  
907-271-4837 phone  
907-271-4545 fax

