



# CONTRACTING WITH PUEO

## LET'S BE CLEAR ...

Pueo's value does **NOT** lie within its socio-economic designations. We are insistent, that we must strike a business value determination, **BEFORE** leveraging our contractual advantages. If you are looking for an 8(a) front, we'd be happy to connect you with one of our many partners, but we will pass and wait for the right opportunity instead.

## OUR CONTRACTUAL ADVANTAGE

Pueo maintains numerous designations that allow for favorable and streamlined contracting opportunities. These opportunities are summarized below, with references for Contracting Officer awareness and implementation.

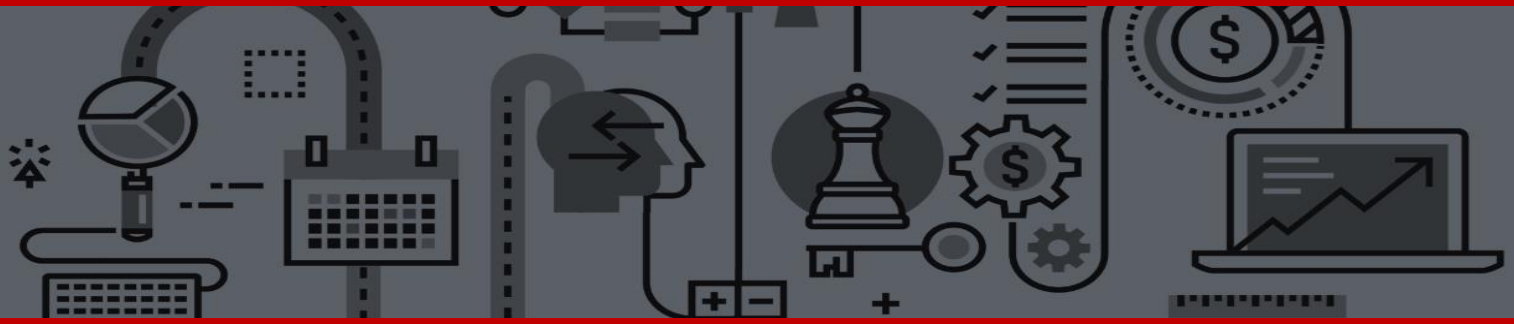
- **8(a):** Allows for sole-source awards of up to \$4M for service contracts and \$7M for manufacturing (U.S.C. 2304(c)(5)). 8(a) competitive awards limit eligible participants, with no award dollar limit (FAR 6.302-5(b)(4)).
- **HUB Zone:** Allows for sole-source awards of up to \$4M for service contracts and \$7.5M for manufacturing, when the contracting officer determines that only one HUB Zone can satisfy the government's requirement. HUB Zone competitive awards limit eligible awards, with no award dollar limit. A full and open competition contract can be awarded to a HUB Zone company with a price evaluation preference of 10% (48 CFR 19.1306).
- **Indian Incentive Program:** Through DoD's Indian Incentive Program, prime contractors who sub-contract work to Pueo can earn a 5% rebate on all Pueo sub-contracted work (DFARS Clause 252.226-7001).

Given the saturation of similarly qualified Small Disadvantaged, Service Disabled Veteran Owned, and Veteran Owned businesses, we do not elaborate upon the contractual advantage for which Pueo is also qualified. Of note, when contracts are worth \$150,000 or less, they are automatically set-aside for small businesses (and can be socio-economically restricted). Similarly, contracts worth more than \$150,000 should also be set aside (potentially socio-economically restricted), if expected that at least two small businesses will submit bids.

## OUR SERVICE OBJECTIVE

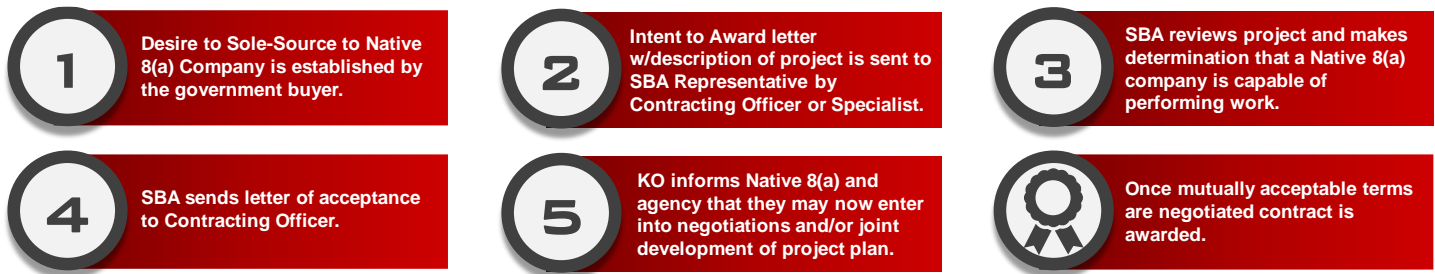


So many members of Pueo's team are the beneficiaries of a Security Clearance. We are committed to paying this career-enhancing gift forward, while introducing greater thought diversity into National Security. ***Our Service Objective is to help members of disadvantaged communities achieve careers in National Security.*** Through our community service endeavors, we seek to build awareness, appreciation, and readiness for all the Intelligence Community entails. We provide mentorship, tuition, funded training, and job opportunities to help our IC fledglings achieve fulfilling careers. Beyond job opportunities alone, our efforts instill the discipline and moral fabric necessary to be entrusted with our nation's secrets (ranging from financial responsibility, to social media, to substance abuse). Through this program we further satisfy the intent of the 8(a) program that is to provide disadvantaged communities with the ability to develop self-sufficient economic ventures.



## THE PROCESS FOR SET-ASIDE CONTRACTING

Both individually-owned 8(a) and Native contracting processes are designed to allow for simplicity and are outlined below. In addition to affording the customer the ability to tailor the solution to meet their requirements, this process (often referred to as Alpha contracting) allows the parties to negotiate the SoW and cost, resulting in clear expectations and competitive pricing. Importantly, 8(a) eligibility may not be appealed or protested once awarded.



*Note: The process as described above was outlined by the Kina'ole Foundation.*

## 8(a) Contracting

8(a) contracting is particularly suited to address IT Value Added Reseller activities, allowing for by-name product purchases to supplement the aforementioned benefits. The practice of applying set-aside contracts to IT Value Added Reseller procurements is governed by numerous regulations. To provide manufactured products on a set-aside IT Value Added Reseller procurement, the offeror must either:

- Be the manufacturer of the product (and the product must be manufactured in the U.S.); or
- Comply with the nonmanufacturer rule (NMR).

One of the requirements of the NMR is that the offeror supply the product of a small business manufacturer made in the U.S. However, a contracting officer may request that SBA grant an individual waiver of this requirement to allow the offeror to supply the product of any size business without regard to the place of manufacture. Of note, while there are NMR class waivers, none apply to NAICS code 541519.

## CONTRACT WAY AHEAD

While 8(a) and Native contracting are powerful acquisition techniques, they are not enough to satisfy the urgent and critical mission of many customers. Successful execution relies upon trusted vendor partnerships, to ensure the timeliness and quality in product delivery. Furthermore, success is defined by the eyes of our end user. Pueo offers a variety of services to ensure quality in testing, integration, implementation, and operations. Potential contract paths for both VAR and Service activities include:

- Identify opportunities for joint service-product solutions (testing, integration, deployment, implementation);
- Isolate critical product-only needs and execute simplified market research for an SBA NMR waiver;
- Establish an unfunded IDIQ for simple purchasing authority;
- Execute targeted task orders to meet specific customer requirements;
- Establish a set-aside contract IAW the steps outlined above.