



8(a) Contracting Advantages

ACCELERATE TIMELINES. REDUCE RISK.

Sole-source contracting through RedSky provides powerful benefits to Federal customers, like greater speed, flexibility, and reliability.



Accelerated Procurement Timeline

An accelerated procurement timeline, without the disruptions and delays resulting from complex evaluations and potential protests.



Flexibility and Reliability

Flexibility and reliability through direct negotiations (13 CFR 124.503) allows us to truly understand our customers mission goals and competitive threshold exemptions (48 CFR 19.805-1) allow for uninterrupted workflow.



Schedule Risk Reduction

Pre-award schedule risk is no longer an issue due to the non-protestable nature of 8(a) sole-source procurements (13 CFR 124.517).



Meet your 8(a) and Small Business Goals.

Contracting with RedSky will satisfy 8(a) and small business contracting goals per 13 CFR 124.110(c)

CAPABILITIES

Cyber Strategy & Operations
Policy & Governance
Systems Integration
Executive Communications
Program & Project Management
AV/VTC Solutions
IT Training & Certifications

NAICS

518210 – Data Processing, Hosting, and Related Services
541330 – Engineering Services
541512 – Computer Systems Design Services
541519 – Other Computer Related Services
541611 – Administrative Management and General Management Consulting Services

CORPORATE OVERVIEW

RedSky LLC

SBA Certified 8(a), WOSB, EDWOSB

TAX ID: 81-3737157

UEI: GLN7JNAYLQ63

DUNS: 080379044

CAGE: 7Q6G6

SBA 8(a) Case #: 308195

SBA 8(a) Entrance/Exit Date: 2/17/17 – 2/16/27

SBA Point of Contact:

U.S. Small Business Administration
Metropolitan Area District Office
(202) 205-8800

DCOfferLetters@sba.gov

CONTACT US TO LEARN MORE ABOUT THE BENEFITS OF WORKING WITH REDSKY

Carol Monroe
President & CEO
carol@redskyus.com
240-491-7810

Justin Cook
Vice President, Growth & Technology
justin@redskyus.com
801-381-5952

Jeffrey Lodick
Director, Customer Solutions
jeffrey@redskyus.com
704-608-6187



The 8(a) Direct Award Process

As an SBA certified 8(a), RedSky is eligible to receive sole-source contracts from the Federal Government for up to \$6.5M for manufacturing NAICS codes and \$4.5M for goods and services.

What Does an Accelerated Timeline Look Like?

Sole-source procurement can be completed in weeks and provides Federal customers with immediate contract workforce retention and work continuation. Open discussions of scope and workshare can occur throughout the procurement process immediately following SBA approval.

Sole-Source Process (3 to 4 weeks)

1

DEVELOP REQUIREMENTS

Customers can engage RedSky in Market Research to help formulate requirements (PWS, SOW OR SOO) to meet their objectives.

2

IDENTIFY RedSky AS QUALIFIED 8(a)

RedSky can provide capabilities statement, past performance information, and other requests for information to demonstrate its ability as a qualified 8(a).

A package will need to be provided that includes the requirements description, estimated period of performance, applicable NAICS code, anticipated dollar value, etc. in accordance with FAR 19.804-2 "Agency Offering". (RedSky can help you prepare this package).

3

SEND OFFER LETTER TO SBA

Contracting Officer sends Offer Letters to the SBA Washington Metropolitan Area District Office at DCOfferLetters@sba.gov.

RedSky can provide an easy-to-follow Offer Letter check list. SBA will provide an Acceptance Letter within five (5) business days granting authority to the Contracting Officer to issue a sole-source award.

4

NEGOTIATE CONTRACT

Contracting Officer issues an RFP or RFQ to RedSky and conducts negotiations on scope and price to ensure objectives are met at a fair market price.

5

ISSUE AWARD

Contracting Officer issues a direct award under SBA 8(a) Program.

SBA Contact:

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Washington Metropolitan Area District Office
(202) 205-8800
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RedSky Contact:

Carol Monroe
President & CEO
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carol@redskyus.com



info@redskyus.com



www.redskyus.com



703-651-0033