



8(a) Certification Information Guide

ez8a

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8(a) Qualifications

- I. The business must be an active business.
 - Strong Candidate 100% – 2 years in business with over \$100,000 in revenue in each of the two years with a profit in one or both of those two years. The firm should be currently profitable.
 - Medium Candidate - If the firm has been in business for less than two years then the 8(a) applicant must have a very strong resume, have completed work on two or more contracts and have at least:
 - \$100,000 in revenue in the past 12 months, in most cases
 - Have filed a business tax return
 - If a business has been in business for many years but there has not been any revenue in the past year, this business will need to meet the requirements of the Medium Candidate as the SBA will view this company as a new company.
- II. The owner must have full time devotion to the applicant concern.
 - In most cases a business owner cannot be receiving W2 income from another source because the owner of the firm must be a dedicated full-time employee of the firm applying for 8(a).
 - The owner only needs to be full time for 2-3 months prior to the application date.
 - The business cannot be wholly owned subsidiaries of another company and if the business is owned by a trust, the trust must be revocable.
 - Ownership by a trust may be treated as direct ownership if the trust is revocable,
 - The disadvantaged individual must be the grantor, the sole trustee, and the sole current beneficiary of the trust.
 - An 8(a) firm cannot own more than 10% of applying company as well as the applying company cannot own more than 10% of an 8(a) company.
 - The person or persons that the firm is attempting to obtain 8(a) status through must be US citizens and 51% of the firm must be owned by US citizens.
 - All the owners must be of good moral character, meaning no recent background issues or felonies.



III. The owner must be economically disadvantaged.

- The owner must have an adjusted net worth of less than \$750,000, excluding the value of the applicant's following items:
 - Personal residence.
 - IRA or 401K retirement accounts.
 - Ownership in the business which is applying for 8(a) certification. The owners total Assets, not including the assets of their spouse, if married, must be less than \$6,000,000.
- The Adjusted Gross Income (AGI), for the applicant excluding their spouse, if married, must average less than \$350,000 per year for the last 3 years. The amount the SBA will use is taken from IRS Form 1040, line 36 with the following exceptions:
 - If the person is married, break out the income between the 8(a) applicant and spouse. For example, even if the husband makes \$500,000 per year a case can still be made that the wife is economically disadvantaged.
 - Tax payments made to the Federal Government for profits made by the business can be deducted from AGI, or money the business makes that is retained.
 - If the entity is a Sole Proprietorship, LLC or S Corp the income flows through to the individual's tax return.
- Theory being your AGI needs to be adjusted so you are not penalized for your choice of entity type.

IV. The owner/applicant must have unconditional control of the firm.

- UNDER NO CONDITION can the "majority owner" of the business have the potential to be or in fact changed or altered. This is an absolute deal breaker for the SBA and must be removed prior to application submittal. The SBA will check to see if any of the following conditions are present:
 - Stock Options owned by another individual whereby the execution of those options would result in a change of ownership where the 8(a) applicant would no longer have majority control.
 - Separate classes of stock where the 8(a) applicant does not have controlling rights.
 - Excessive amounts of debt that is not to a financial institution that could allow the debt holder to elicit control over the 8(a) applicant.
 - A second owner of the firm that holds a certification or a degree that the 8(a) owner relies upon in order to conduct business. Note: This is not a control issue if the certificate or degree holder does not own stock in the 8(a) firm and it can be demonstrated that the skills are readily available in the open marketplace.
 - Owner is not the only signer on all bank accounts.



- Anything that could present a control issue must be removed prior to submission. If the owner has any other outside business interest these interests must be strictly limited.
 - The owner must work full time for the 8(a) business dedicating 40 hours per week to the 8(a) applicant firm.
 - The 8(a) applicant cannot be active in managing another business.
 - The 8(a) applicant cannot be receiving W2 income from other sources.
- The 8(a) applicant owner must be in immediate charge of the business and therefore the minimum requirements for showing control are:
 - Owner must have the title of president.
 - Sign all contracts with its customer and have the ability to run the company on their own without the skill sets of others.

V. Business must have adequate financial reporting.

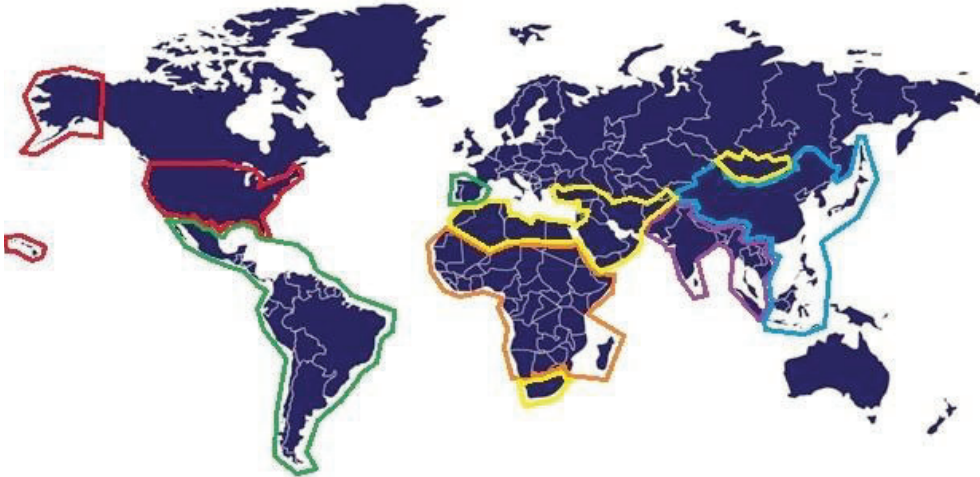
- Financial Statements are needed that tie to the firm's tax returns for the past three years (except for two-year waiver applicants).
- Current financial statements are a requirement from the SBA for any 8(a) application.

VI. Business must be an active going concern.

- The company must be a for-profit business (not a not-for-profit)
- The firm must be currently making money or have made money in the past such that an argument can be made for any current profitability issues.
- The company cannot be a broker/dealer - meaning the firm actually touches the product or performs the service.
 - Exception to Broker Deal is a Real Estate Broker wanting to bid on HUD Contracts.
 - A company must add value to the product or service. This added value can be through consulting services and must be displayed in past contracts and on invoices that the company has performed.
- The company must be adequately capitalized, meaning the company has enough money to successfully perform government contracts.

VII. The firm's principle owner must be socially disadvantaged.

- In an ideal application, the owner is a member of one of the following groups:
 - Black American
 - Hispanic American
 - Native American
 - Asian Pacific American
 - Subcontinent Asian American



Purple – Subcontinent Asian; Blue – Pacific Islander; Yellow – Possible Qualifier

Countries of Origin

Black Americans; Hispanic Americans; Native Americans (American Indians, Eskimos, Aleuts, or Native Hawaiians); Asian Pacific Americans (persons with origins from Burma, Thailand, Malaysia, Indonesia, Singapore, Brunei, Japan, China (including Hong Kong), Taiwan, Laos, Cambodia (Kampuchea), Vietnam, Korea, The Philippines, U.S. Trust Territory of the Pacific Islands (Republic of Palau), Republic of the Marshall Islands, Federated States of Micronesia, the Commonwealth of the Northern Mariana Islands, Guam, Samoa, Macao, Fiji, Tonga, Kiribati, Tuvalu, or Nauru); Subcontinent Asian Americans (persons with origins from India, Pakistan, Bangladesh, Sri Lanka, Bhutan, the Maldives Islands or Nepal)

You can also apply as a non-presumed group if you are in one of the following groups:

- White Female – she will need to be able to substantiate the gender bias with at least 7-10 supporting documents. Letters from, friends, co-workers, former employers, customers and vendors. Must show a lifelong pattern of discrimination.
- Service-Disabled Veteran – he/she will have to be able to show how this service disability affects the businesses ability to compete in the general economy. 10-15 documented cases should be provided. Is/Are 51% of the owners each one of the following:

VIII. Others

- If any of the owners that make up the 51% majority ever been previously 8(a) certified, the firm is not eligible.
- Back taxes or delinquent federal loans must be satisfied, or a repayment plan must be in place in which that individual is current.



Two Year Waiver (explained)

When does a company need a two-year waiver for 8(a) certification?

The two basic factors for whether a two-year waiver is required:

1. Has the applicant concern been in business for 2-years as evidenced by two tax returns that both complete a full twelve-month tax cycle?
2. Has the applicant concern generated business in the primary NAICS code for the preceding two years?

Both conditions must be met.

Sometimes it can be unclear as to whether or not you need to complete a two year waiver. The following are case study examples for when a firm should present a two year waiver and when one is not required.

Questions to SBA:

Do you use any sort of guideline for the amount of revenue a company should have before attempting a two year waiver, \$50K? \$250K?? This is assuming all other conditions are met?

Answer:

Yes, we look at the revenues (there is no set amount because it depends on the industry) but we also look at where/who the contracts / the revenues are coming from (more than 1 or 2 sources).

Scenario I

Year 1	- \$0 sales
Year 2	- \$189k sales
Year 3	- \$369k sales
Year 4	- May * The owner finally quits his other employment and starts devoting full time to the business. Total sales for the business are \$457k in year 4.
Year 5	- January (application time)

NO Waiver Required

The two year waiver is not required because the firm has generated revenues for the last 2-years. However; the SBA will look at the owner' management experience to confirm potential of success.



Scenario II

- Year 1 - \$100k sales
- Year 2 - \$500k sales
- Year 3 - \$0 sales
- Year 4 - January new owner purchases the business \$200k in sales
- Year 5 - January (application time)

YES Waiver is Required

The two year waiver will be required in this scenario. Because the firm did not generate revenue for the last 2-years in its primary NAICS code.

Scenario III

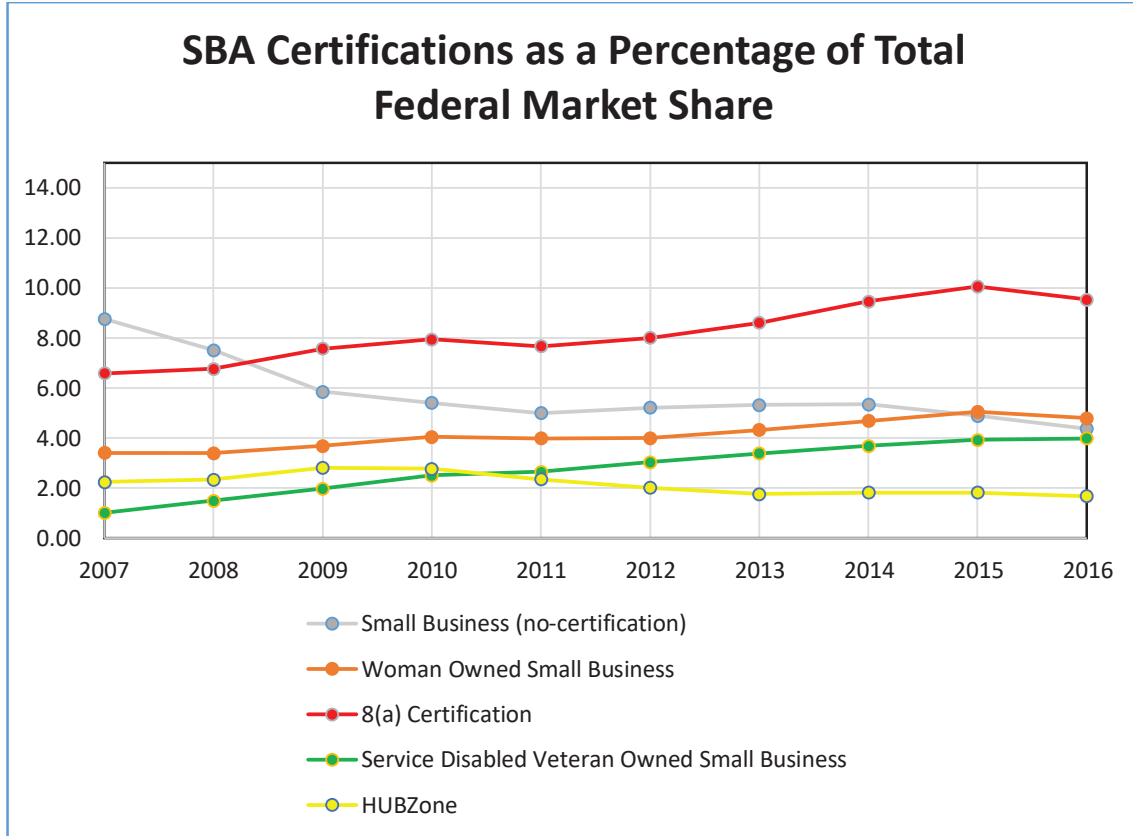
- Year 1 - \$250k in sales owner 1 (40%), owner 2 (30%), owner 3 (30%) - owner 1 is president and signs all contracts, is highest paid, and is in control of the business decisions.
- Year 2 - \$500k in sales
- Year 3 - \$500k in sales
- Year 4 - \$500k in sales
- Year 5 - December * owner 1 buys out owner 2 and becomes 70% owner. \$500k in sales.
- Year 6 - January (application time)

NO Waiver Required

A two year waiver is not required because the firm has been in existence for more than 2-years. In this scenario the SBA will review the legal documents closely. The documents will have to indicate that the owner has been the President (highest officer) for some time and that owner 1 has been signing contracts on behalf of the company for some time. The SBA will also look at all potential control issues closely to be sure there is no one else has control over owner.

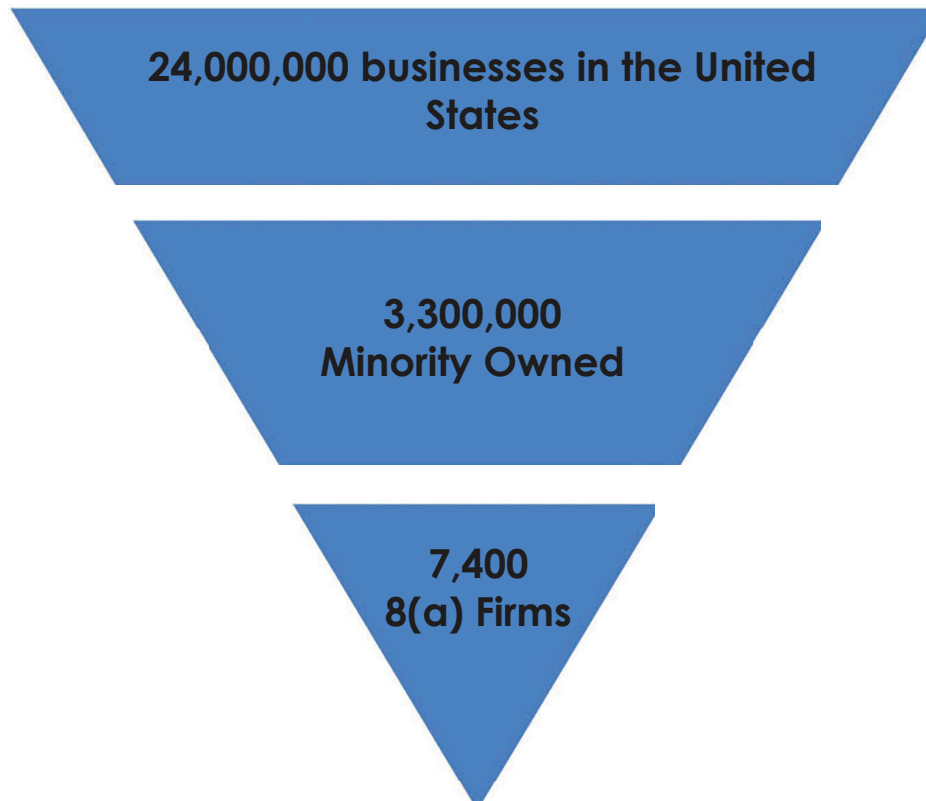


8(a) has the most amount of contracting dollars of any SBA or VA certification





8(a) Limits Competition



There are only 7,400-8,000 8(a) firms
SBA Target is 800 new 8(a) firms per year

Breakdown by Industry:

- 2,400 - 8(a) Construction
- 2,000 - 8(a) IT
- 1,000 - 8(a) Staffing
- 2,000 - 8(a) Other



**Value of an 8(a) Certification
Study Conducted on 2009-2017 8(a) Firms**

Year	1	2	3	4	5	6	7	8	9
Average 8(a) Revenue	\$1.26MM	\$2.60MM	\$3.60MM	\$3.80MM	\$4.00MM	\$4.20MM	\$4.20MM	\$2.40MM	\$2.40MM
Profit Margin (Average)	15%	15%	15%	15%	15%	15%	15%	15%	15%
Profit	\$189K	\$390K	\$540K	\$570K	\$600K	\$630K	\$630K	\$360K	\$360K

Average 8(a)'s Value to a Firm in the 2009-2017 Class

Assuming 15% Profit Margin (this is average)

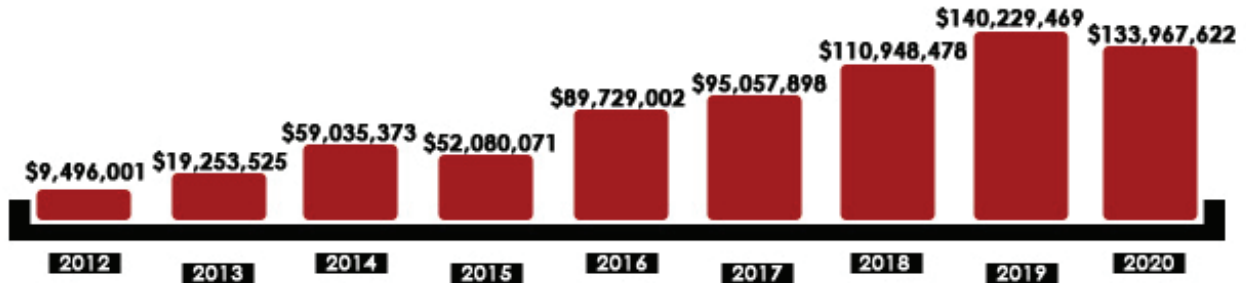
Discount Rate 7%

Net Present Value (NPV) = \$6,781,162.45

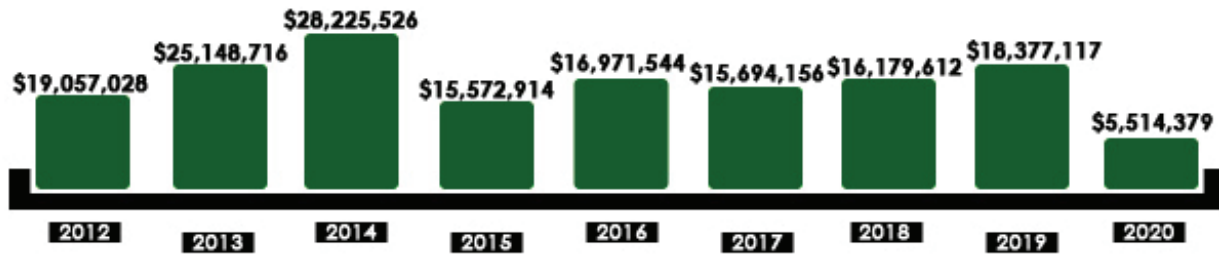


Here are some examples of 8(a) firms with good growth strategies:

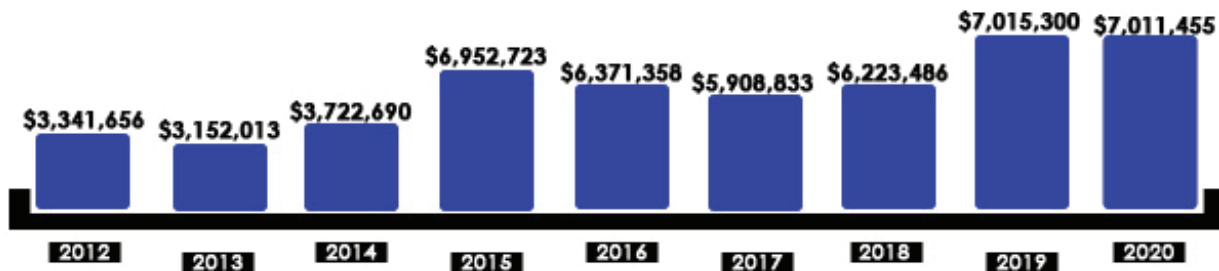
GOVSMART, INC.
DUNS: 961600272
8(a) Entrance Date: January 19, 2012
8(a) Exit Date: January 19, 2021



RB CONSTRUCTION COMPANY
DUNS: 008733644
8(a) Entrance Date: January 25, 2012
8(a) Exit Date: January 25, 2021



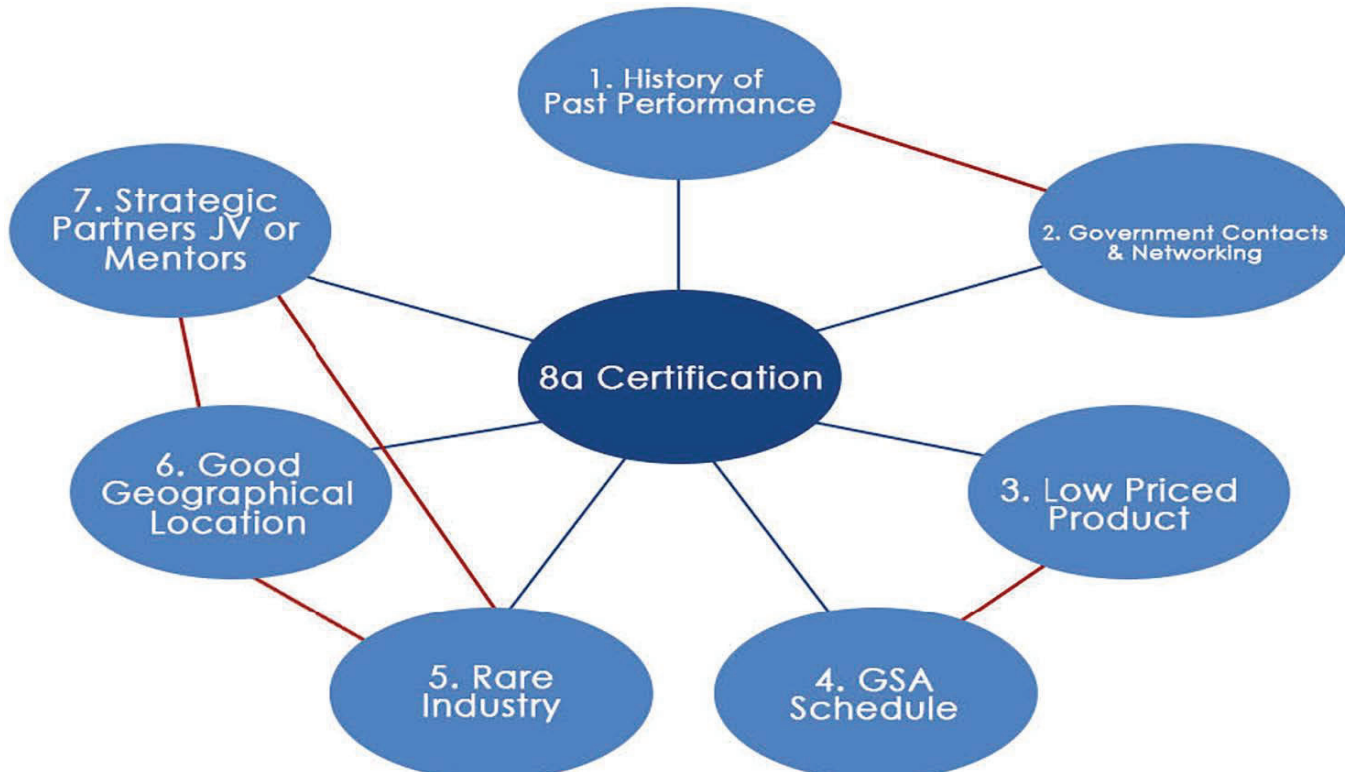
AVRAM CORPORATION INC
DUNS: 058589602
8(a) Entrance Date: June 20, 2011
8(a) Exit Date: June 20, 2020





Seven 8(a) Marketing Advantages

A firm should assess the marketing advantages it has when going forward for an 8(a) certification. These marketing advantages can lead to much larger contracts sooner in the federal market space. Every contract builds upon the next in terms of size. Therefore, it is critical that a firm make use of as many of its advantages as possible.



1. **History of Past Performance** - If the firm has past performance history of doing work as a subcontractor for the federal government this can increase its initial contracting opportunities because the firm will already have past performance making it a safer choice for set-aside contracts. For example: A construction firm is able to demonstrate to a procurement officer that they are familiar with federal contracting expectations by virtue of having worked as a subcontractor therefore the initial project they are awarded will be much larger.

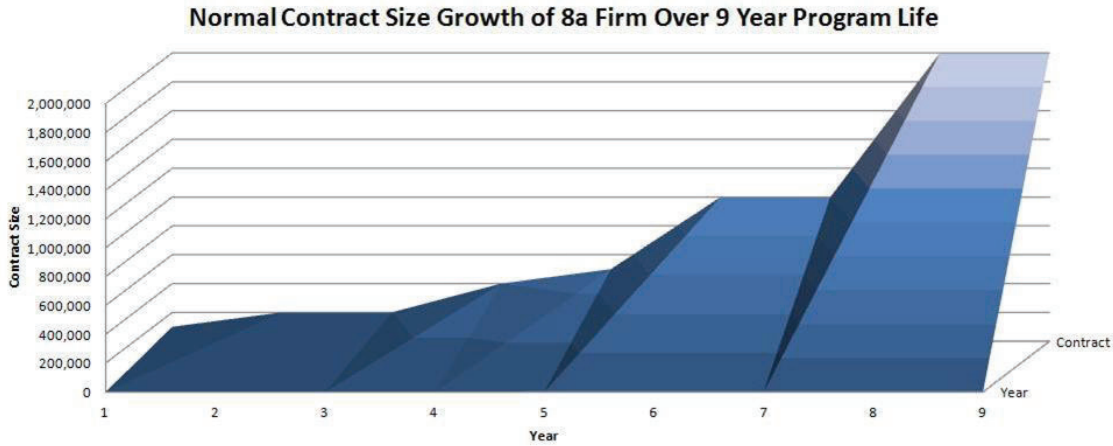
2. **Government Contracts & Networking** – Networking with people within the federal government that you have done work for in the past or have a working relationship with often times provides 8(a) firms with new ideas for markets to enter. For example: A security guard firm gets a janitorial contract because of good working relationships with procurement officers at a federal facility.



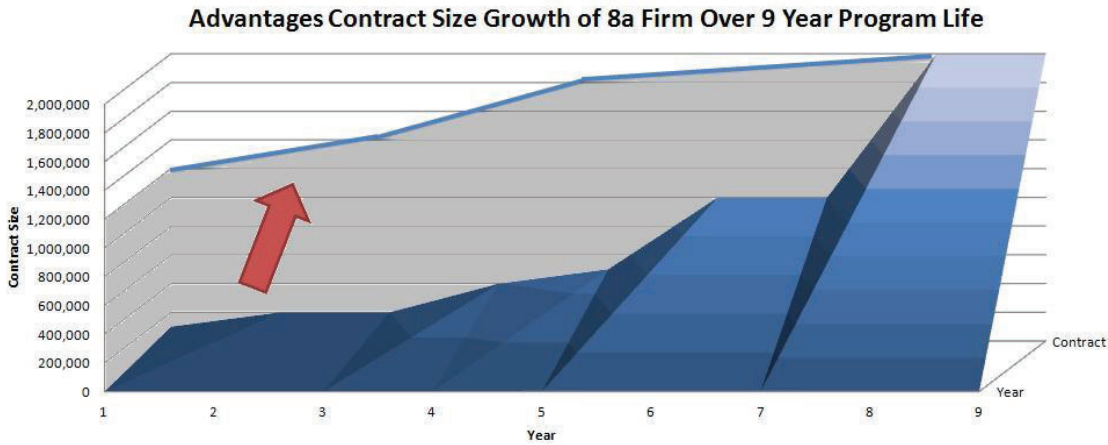
3. **Low priced product** – If you are selling to the government a product and are adopting a low priced strategy. The 8(a) marketplace for selling products is competitive but often times an 8(a) company with its 10% price preference can obtain contracts through competitive pricing becoming the “no brainer” for the contracting officer.
4. **GSA Schedule** – GSA Advantage is the best tool that contracting officers have at their disposal for market comparison of various products. Therefore, if you are selling a product it is critical that the product be made available on GSA Advantage. Often times procurement officers will access GSA Advantage for the sole purpose of buying a particular product from a firm with a specific SBA set-aside such as the 8(a) certification.
5. **Rare Industry** – If your firm is in a rare industry, such as aluminum extrusion, light manufacturing, real estate broker, or other non-typical 8(a) type firm (norms are construction, IT, staffing, janitorial, etc.) your firm may have an entire federal market to itself with very limited competition. The most important factor is being able to identify where the specific contracts for your firm will originate.
6. **Good Geographical Location** – The Washington DC area has thousands of 8(a) firms in the area to service the federal government. It is true that billions of contracting dollars are spent in this region every year. However often times certain areas have major military installations with very few 8(a) contractors. Also, the Department of Corrections, IRS, Department of Health, and other agencies that are located throughout the United States often have difficulty finding reliable 8(a) suppliers. Make sure you check to see what types of opportunities are available in your “back yard” before you go trekking across the country.
7. **Strategic Partners JV or Mentor** – Often times large contracts are available for 8(a) firms, however the 8(a) firms lack the capabilities needed to complete these contracts. Having friends with firms that are much larger with additional financial, management & technical skills, and/or bonding capacity can give the 8(a) firm access to much larger contracts in their first year as an 8(a) firm. The 8(a) firm gets full credit for the past performance on these contracts and this leads the firm into having a better (1) history of past performance and high level (2) networking opportunities.



In the figure below we see the normal 8(a) contract size growth cycle:



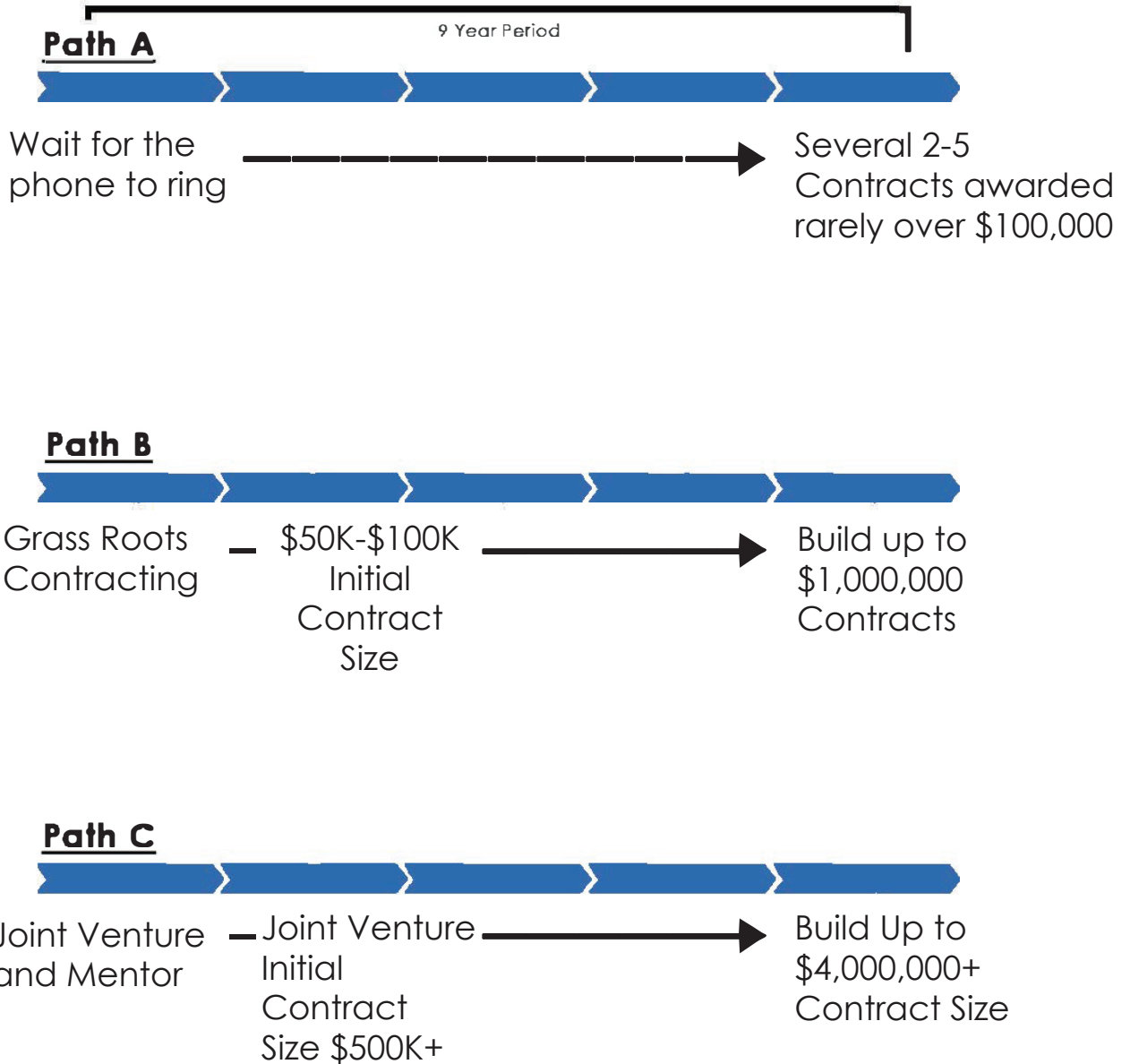
When a firm takes advantage of one or several of the seven marketing advantages it might have the contracting opportunities shifts upwards, greatly increasing the overall revenue the 8(a) firm receives over the course of its 8(a) certification.





These are the Three Typical Marketing Paths of an 8(a) Contractor

The Three Paths for small 8a Firms with Potential



The most successful 8(a) firms follow path C



**After 8-9 Years in the 8(a) Program
How are firms in particular industries performing?**

NAICS Code	Industry Description	Average 8(a) Revenue per NAICS Code	Median 8(a) Revenue per NAICS Code	Number of Firms with this NAICS Code
236220	Commercial and Institutional Building Construction	14,505,709	413,500	247
541330	Engineering Services	14,727,886	159,600	91
541611	Administrative Management and General Management Consulting Services	9,176,044	1,739,300	89
541511	Custom Computer Programming Services	14,899,502	1,140,550	88
541512	Computer System Design Services	9,331,770	222,600	83
562910	Remediation Services	13,490,667		46
561210	Facilities Support Services	34,156,284	3,027,100	44
541519	Other Computer Related Services	36,059,587	10,815,150	42
561720	Janitorial Services	3,926,222	705,450	32
238210	Electrical Contractors and Other Wiring Installation Contractors	3,851,736	1,400,000	25
237310	Highway Street and Bridge Construction	14,281,370	3,160,900	23
236210	Industrial Building Construction	9,025,848	2,419,500	21
237990	Other Heavy and Civil Engineering Construction	18,865,219	7,553,900	21
541620	Environmental Consulting Services	8,748,265	773,800	17
238220	Plumbing, Heating, and Air-Conditioning Contractors	9,263,194	3,152,900	16
561612	Security Guard and Patrol Services	4,426,413	1,670,300	16
541513	Computer Facilities Management Services	22,408,240	9,782,500	15
512110	Motion Picture and Video Production	4,617,136	162,000	14
611430	Professional Management Development Training	2,704,250	64,850	14
541191	Title Abstract and Settlement Offices	3,176,100		13
541310	Architectural Services	3,676,525	2,010,950	12
561730	Landscaping Services	8,179,242	2,515,000	12
238160	Roofing Contractors	4,178,650		11
541690	Other Scientific and Technical Consulting Services	7,434,745		11
541990	All Other Professional, Scientific, and Technical Services	8,077,355	3,852,300	11
423450	Medical, Dental, and Hospital Equipment and Supplies Merchant Wholesalers	1,341,330	569,200	10
541618	Other Management Consulting Services	220,460		10

* 8(a) firms often compete in many NAICS Codes



ez8a Testimonials

We invite you to go to our testimonials video page and hear what our past clients say about us!



https://www.youtube.com/channel/UC3JHir7Tt2TKOzjs_mWFO5A



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On a scale of A+ to F

[Reason for Rating](#)

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ABOUT US

Our mission is to help our clients obtain and grow their relationship with their new largest customer, that being the federal government. We do this by helping firms obtain certifications so they are given federal preferences in contract award, help the firm obtain the correct federal contracting vehicles so that they can get into the correct buckets of funding for their location and industry, and train our clients on how to leverage their certifications and contracting vehicles into federal sales.

OUR HISTORY

The firm was founded in 2004 by Mark Ryan in order to help firms obtain 8(a) Certification. Early on the firm was required to grow in order to meet the additional needs of our clients, causing us to branch out into the four other federal certifications (HUBZone, SDVOSB, WOSB, DBE) as well as state certifications, GSA Schedules, and IDIQ GWAC, and MATOC proposal preparations. Now our firm provides the services necessary for a beginner firm to become successful in the federal contracting marketplace.

PARTNERS



Mark Ryan

Linkedin

markr@ez8a.com

Mark Ryan is regarded as one of the foremost experts on government socioeconomic program certifications. He has been selected by the SBA as their SME (Subject Matter Expert) for mandatory lifecycle training for 8(a) program participants. He is also extraordinarily focused on client relations, personally becoming very familiar with each client's business arrangement and government business goals. His business expertise and administrative knowledge on the variety of government small business programs support our strategic consultation and emergency rescue services. Mark is a proud alumnus of the University of Kentucky, School of Engineering, graduating summa cum laude.



Todd Luttenegger, MBA, CPA

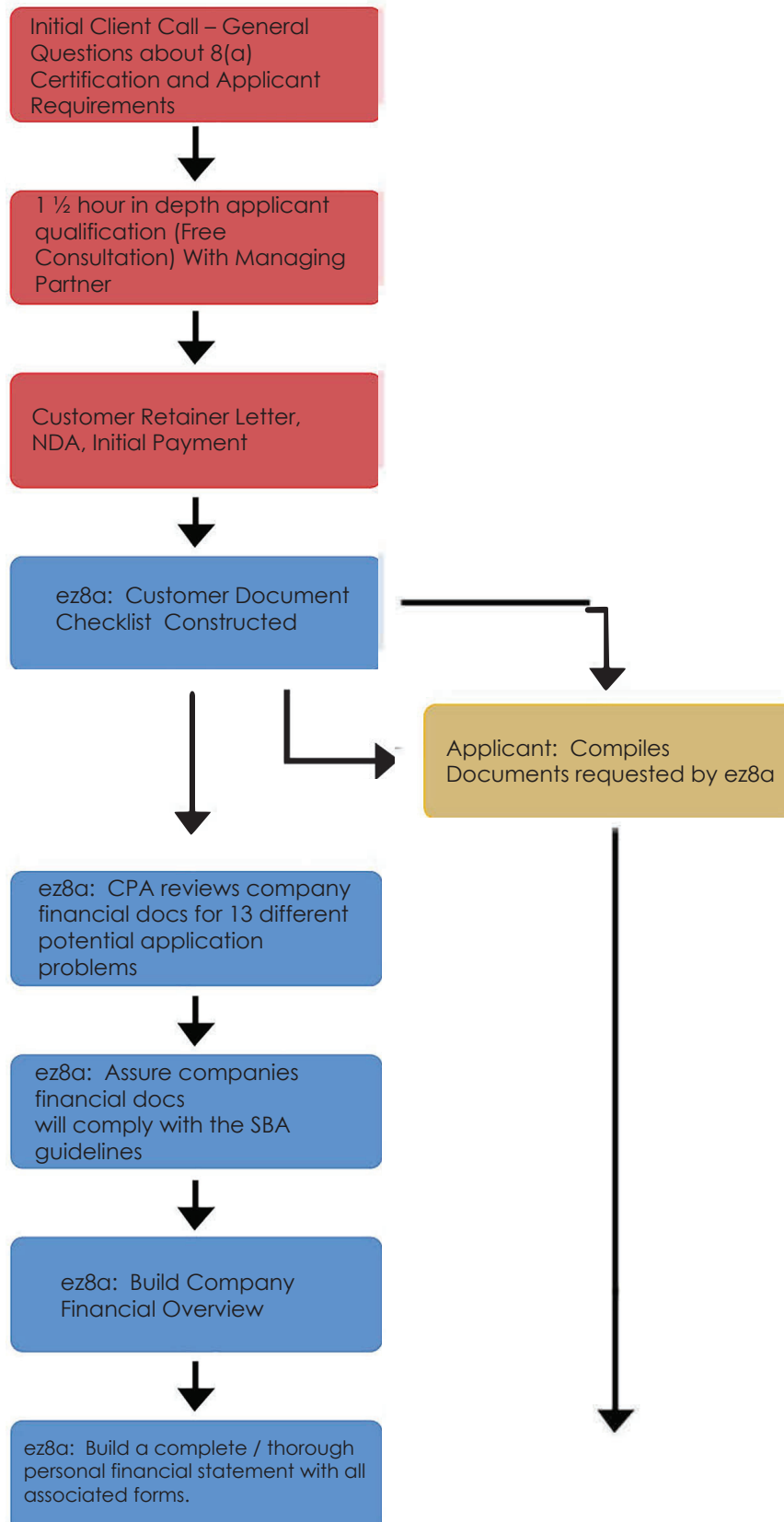
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Todd Luttenegger has over 20 years' experience as an entrepreneur business owner. Todd performs a rigorous review of all client financial documents and is the primary partner for client business plan development. The result has been hundreds of clients with business development plans approved by the Small Business Administration. Todd's professional education includes a Master's in Business Administration from Vanderbilt University with a focus on Finance and Electronic Commerce. He is also licensed as a Certified Public Accountant.



ez8a Process Flowchart.





ez8a: Review / suggest changes to all the company documents such as buy sell agreements, voting agreements, operating agreements, bylaws, corporate minute such as shareholder meetings, directors' meetings and resolutions



ez8a: Complete a SAM registration for the company including any registration or changes to the D&B profile.



ez8a: Prepare all necessary SBA forms and have signature ready for the client



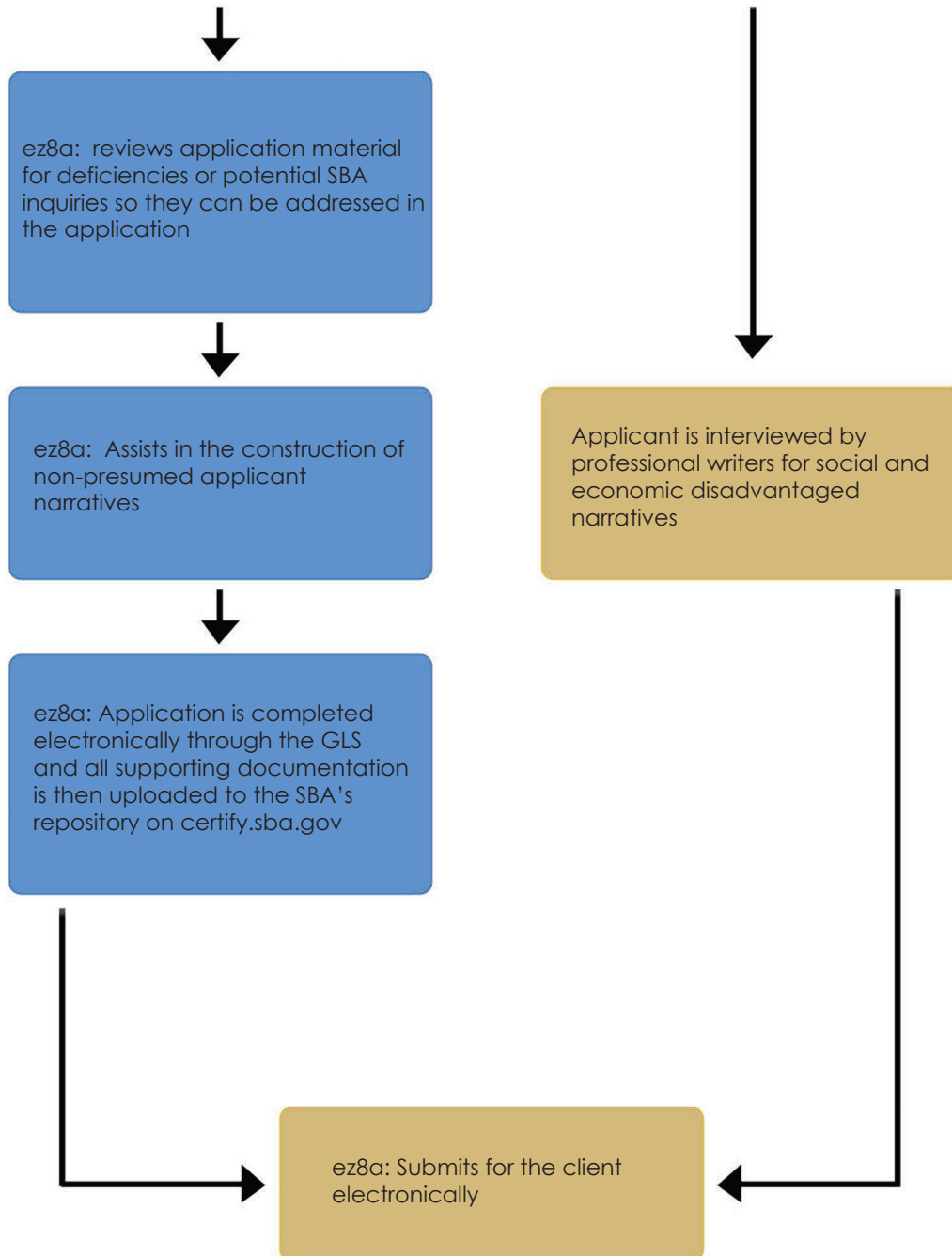
ez8a: Analyze the application for success and make sure it has the highest chance for success



ez8a: Review and edit the applicants resume



ez8a: Review third party supporting documents





See how a GSA Schedule Increases 8(a) Firms Sales

8(a) firms with GSA Schedules have an increased total sales amount of \$2.3B or \$1.4MM per firm. There are 1,647 8(a) firms, some have multiple NAICS Codes so therefore on our list there are 2,050 entries. If you would like to see how things shape up for your industry please see the list below.

<u>NAICS Code</u>	<u>NAICS Code Description</u>	<u>8(a) Certification 2020</u>	<u># of 8(a) Firms</u>	<u>Average 8(a) Sales</u>
236220	Commercial and Institutional Building Construction	\$5,189,718	9	576,635
238210	Electrical Contractors and Other Wiring Installation Contractors	\$866,976	3	288,992
	Plumbing, Heating, and Air-Conditioning Contractors	\$1,351,645	10	135,165
238290	Other Building Equipment Contractors	\$81,539	1	81,539
238320	Painting and Wall Covering Contractors	\$60,534	1	60,534
238330	Flooring Contractors	\$110,877	1	110,877
238990	All Other Specialty Trade Contractors	\$99,883	1	99,883
312112	Bottled Water Manufacturing	\$60,900	1	60,900
314110	Carpet and Rug Mills	\$26,256	1	26,256
315990	Apparel Accessories and Other Apparel Manufacturing	\$5,518,220	5	1,103,644
315999	Apparel Accessories and Other Apparel Manufacturing	\$5,145,744	6	857,624
316998	All Other Leather Good and Allied Product Manufacturing	\$382,964	2	191,482
316999	All Other Leather Good and Allied Product Manufacturing	\$32,365	1	32,365
321992	Prefabricated Wood Building Manufacturing	\$106,356	1	106,356
322121	Paper (except Newsprint) Mills	\$1,794,176	5	358,835
322230	Stationery Product Manufacturing	\$733,160	1	733,160
323119	Other Commercial Printing	\$86,112	1	86,112
325510	Paint and Coating Manufacturing	\$60,947	1	60,947
325611	Soap and Other Detergent Manufacturing	\$418,200	2	209,100
325998	All Other Miscellaneous Chemical Product and Preparation Manufacturing	\$220,298	4	55,075
326111	Plastic Bag and Pouch Manufacturing	\$2,010,293	1	2,010,293
332216	Saw Blade and Handtool Manufacturing	\$220	1	220
332311	Prefabricated Metal Building and Component Manufacturing	\$5,164,271	2	2,582,136
332812	Metal Coating, Engraving (except Jewelry and Silverware), and Allied Services to Manufacturers	\$75,682	2	37,841
333298	All Other Industrial Machinery Manufacturing	\$203,711	1	203,711
333313	Office Machinery Manufacturing	\$1,183,423	1	1,183,423

333315	Photographic and Photocopyin Equipment Manufacturing	\$58,692	1	58,692
333316	Photographic and Photocopying Equipment Manufacturing	\$1,942,118	2	971,059
333318	Other Commercial and Service Industry Machinery Manufacturing	\$1,070,626	3	356,875
333319	Other Commercial and Service Industry Machinery Manufacturing	\$432,806	2	216,403
333512	Machine Tool (Metal Cutting Types)	\$2,741,557	1	2,741,557
333923	Overhead Traveling Crane, Hoist and Monorail System Manufacturing	\$1,714,535	1	1,714,535
334111	Electronic Computer Manufacturing	\$52,625,378	16	3,289,086
334112	Computer Storage Device Manufacturing	\$973	1	973
334119	Other Computer Peripheral Equipment	\$10,788	1	10,788
334210	Telephone Apparatus Manufacturing	\$43,652	1	43,652
334220	Radio and Television Broadcasting and Wireless Communications Equipment Manufacturing	\$6,093,218	5	1,218,644
334290	Other Communications Equipment Manufacturing	\$2,517,668	5	503,534
334310	Audio and Video Equipment Manufacturing	\$2,974,251	3	991,417
334512	Automatic Environmental Control Manufacturing for Residential, Commercial and Appliance Use	\$228,165	1	228,165
334519	Other Measuring and Controlling Device Manufacturing	\$545,525	1	545,525
335122	Commercial, Industrial and Institutional Electric Lighting Fixture Manufacturing	\$182,357	1	182,357
335312	Motor and Generator Manufacturing	\$406,752	2	203,376
335911	Storage Battery Manufacturing	\$70,093	1	70,093
335931	Current-Carrying Wiring Device Manufacturing	\$8,666	2	4,333
336112	Light Truck and Utility Vehicle Manufacturing	\$13,746	2	6,873
336611	Ship Building and Repairing	\$632,368	2	316,184
337122	Nonupholstered Wood Household Furniture Manufacturing	\$6,874,097	7	982,014
337211	1 Wood Office Furniture Manufacturing	\$145,984	3	48,661
337214	Office Furniture (Except Wood) Manufacturing	\$21,464,127	20	1,073,206
337215	Showcase, Partition, Shelving, and Locker Manufacturing	\$4,614,754	1	4,614,754
339920	Sporting and Athletic Goods Manufacturing	\$295,339	2	147,670
339940	Office Supplies (except Paper) Manufacturing	\$2,365,539	2	1,182,770
339941	Pen and Mechanical Pencil Manufacturing	\$411,203	1	411,203
339944	Carbon Paper and Inked Ribbon Manufacturing	\$3,041,239	8	380,155
339950	Sign Manufacturing	\$2,851,451	2	1,425,726
339994	Broom, Brush and Mop Manufacturing	\$38,804	1	38,804
339999	All Other Miscellaneous Manufacturing	\$359,420	1	359,420
423420	Office Equipment Merchant Wholesalers	\$1,445,391	2	722,696

423710	Hardware Merchant Wholesalers	\$635,584	2	317,792
423830	Industrial Machinery and Equipment Merchant Wholesalers	\$103,834	1	103,834
423840	Industrial Supplies Merchant Wholesalers	\$27,724	1	27,724
423850	Service Establishment Equipment and Supplies Merchant Wholesalers	\$25,772	1	25,772
423910	Sporting and Recreational Goods and Supplies Merchant Wholesalers	\$23,999	1	23,999
423940	Jewelry, Watch, Precious Stone, and Precious Metal Merchant Wholesalers	\$11,564	1	11,564
424120	Stationary and Office Supplies Merchant Wholesalers	\$672,897	3	224,299
424130	Industrial and Personal Service Paper Merchant Wholesalers	\$1,084,359	2	542,180
424990	Other Miscellaneous Nondurable Goods Merchant Wholesalers	\$258,437	1	258,437
443120	Computer and Software Stores	\$121,092,864	11	11,008,442
443130	Camera and Photographic Supplies Stores	\$372,210	1	372,210
444130	Hardware Stores	\$4,222,116	8	527,765
484210	Used Household and Office Goods Moving	\$2,364,022	15	157,601
485320	Limousine Service	\$1,049,503	2	524,752
485999	All Other Transit and Ground Passenger Transportation	\$3,201,864	1	3,201,864
492210	Local Messengers and Local Delivery	\$108,045	1	108,045
511130	Book Publishers	\$534,128	1	534,128
511199	All Other Publishers	\$8,940,936	12	745,078
511210	Software Publishers	\$3,976,189	8	497,024
512110	Motion Picture and Video Production	\$6,313,580	6	1,052,263
517919	All Other Telecommunications	\$401,016	1	401,016
518111	Internet Service Providers	\$76,633	1	76,633
518210	Data Processing, Hosting, and Related Services	\$498,511	7	71,216
522310	Mortgage and Nonmortgage Loan Brokers	\$429,502	3	143,167
523110	Investment Banking and Securities Dealing	\$218,988	1	218,988
524292	Third Party Administration of Insurance and Pension Funds	\$930,927	2	465,464
531210	Offices of Real Estate Agents and Brokers	\$173,598	4	43,400
532210	Consumer Electronics and Appliances Rental	\$679,839	1	679,839
532420	Office Machinery and Equipment Rental and Leasing	\$419,814	1	419,814
541110	Offices of Lawyers	\$2,669,705	3	889,902
541211	Offices of Certified Public Accountants	\$9,085,621	35	259,589
541219	Other Accounting Services	\$12,684,538	11	1,153,140
541330	Engineering Services	\$40,056,332	49	817,476
541350	Building Inspection Services	\$9,955	2	4,978

541410	Interior Design Services	\$845,014	4	211,254
541511	Custom Computer Programming Services	\$574,782,896	502	1,144,986
541512	Computer Systems Design Services	\$177,395,083	166	1,068,645
541513	Computer Facilities Management Services	\$46,291,477	51	907,676
541519	Other Computer Related Services	\$357,936,116	266	1,345,624
541611	Administrative Management and General Management Consulting Services	\$418,335,713	325	1,287,187
541612	Human Resources Consulting Services	\$21,762,577	6	3,627,096
541613	Marketing Consulting Services	\$8,664,449	3	2,888,150
541614	Process, Physical Distribution and Logistics Consulting Services	\$15,188,581	21	723,266
541618	Other Management Consulting Services	\$594,407	1	594,407
541620	Environmental Consulting Services	\$48,085,534	43	1,118,268
541690	Other Scientific and Technical Consulting Services	\$3,620,103	7	517,158
541810	Advertising Agencies	\$17,839,490	11	1,621,772
541820	Public Relations Agencies	\$3,759,752	5	751,950
541850	Outdoor Advertising	\$2,049,755	5	409,951
541910	Marketing Research and Public Opinion Polling	\$3,270,316	4	817,579
541930	Translation and Interpretation Services	\$5,189,130	14	370,652
541990	All Other Professional, Scientific and Technical Services	\$321,479	8	40,185
561110	Office Administrative Services	\$350,045	1	350,045
561210	Facilities Support Services	\$100,708,861	72	1,398,734
561320	Temporary Help Services	\$20,460,496	53	386,047
561499	All Other Business Support Services	\$825,377	5	165,075
561510	Travel Agencies	\$36,640	1	36,640
561599	All Other Travel Arrangement and Reservation Services	\$51,343	1	51,343
561611	Investigation Services	\$184,586	5	36,917
561612	Security Guards and Patrol Services	\$105,834,942	21	5,039,759
561621	Security Systems Services (except Locksmiths)	\$12,627,516	5	2,525,503
561710	Exterminating and Pest Control Services	\$66,669	2	33,335
561730	Landscaping Services	\$202,130	8	25,266
561920	Convention and Trade Show Organizers	\$5,454,823	7	779,260
561990	All Other Support Services	\$188,504	1	188,504
562910	Remediation Services	\$11,683,631	18	649,091
611420	Computer Training	\$6,627,516	14	473,394
611430	Professional and Management Development Training	\$3,881,266	17	228,310
611699	All Other Miscellaneous Schools and Instruction	\$65,062	4	16,266
811212	Computer and Office Machine Repair and Maintenance	\$818,522	4	204,631
	Total	\$2,348,560,159	2,050 / 1,647	1,425,962



Overview – ez8a Marketing Services

ez8a has successfully worked to get hundreds of its clients 8(a) Program, WOSB, SDVOSB, and HUBZone certified. These certifications open up a whole new range of opportunities to compete within the federal marketplace. **ez8a** can assist you to get an immediate return on your investment. We have developed tailored services to provide the clients with the essential knowledge and expertise required to greatly accelerate your road to Federal sales success.

Win from the Start

For the company that is pending, or has just been, accepted into the 8(a) Business Development Program by the SBA, the focus quickly shifts to realizing the benefits of the certification. Typically, the best new business opportunities for newly 8(a) certified companies (or HUBZone, WOSB/EDWOSB, and Vet/SDVOSB companies) are found in three places.

- 1) [Subcontracting Opportunities \(with Prime Contractors\)](#): who have won and are performing on Federal contracts that require the unitization of small business as subs;
- 2) [Joint Venture Opportunities](#): ideally with experienced 8(a) Program contractors that are pending or have recently graduated from the 8(a) Program; and
- 3) [Direct Government Engagement](#): Engaging directly with those offices that have a need for your capability is a proven method to market your company's services. The available information usually centers this engagement with those persons soliciting and awarding the contracts.

**The Business Development Package, which integrates the above three (3) services, includes Government Marketing Level II, "Building your Marketing Plan". You will be partnered with an Ez8a Partner (Partners link) who will work with you to build your marketing plan, which will maximize the utility of the above products.*

Additional Marketing Support Services

Other core components to generating government sales include possessing a comprehensive understanding of the government marketplace (specific to your product or service), the ability to identify and evaluate opportunities, and the expertise to submit bids/proposals. Our services specific to these functions are available at [Competitive Analysis Report](#) and [General Consultation Services](#).



ez8a Fee Structure

Other Services	Regular Fee	with 8(a) Certification
8(a) Certification	\$4,800	\$4,800
8(a) Certification (Non-Presumed)	\$6,300	\$6,300
GSA Schedule Contract	\$6,800	\$6,000
HUBZone Certification	\$1,600	\$1,200
SDVOSB	\$2,250	\$1,000
WOSB	\$2,250	\$1,000
EDWOSB	\$2,900	\$1,000