

In accordance with SBA regulations the 8(a) Sole Source Award Program allows federal agencies to waive the government-mandated “competition” rule for requirements that can be performed by two or more eligible firms, by negotiating directly with a particular 8(a) firm. This is the only Federal program nationwide that allows this type of sole source award. For an 8(a) sole source (also called “direct negotiation”) valued under \$6.5M, there is no Justification & Approval (J&A) required. J&As are a formal document which detail the authority, rationale, and other information supporting an instance of contracting without using full-and-open competition. For more information on this refer to statute [6.303-2\(d\)](#).

If you are an End-User (Submit Items 1-3 simultaneously to The Contracting Officer):

1. The end-user contacts the Contracting Officer (CO) via email or written letter to request their procurement be purchased through an 8(a) Sole Source Vehicle. An end user requesting an 8(a) sole source set aside contract is exempt from the requirement to write a Justification & Approval (J&A) letter per FAR 6.302- 5(c)(2)(iii).
2. The end-user submits a capabilities statement of [Strategic International Global Solutions \(SIGS\)](#) to the CO.
3. The end-user submits the contact information of SAC’s Small Business Administration (SBA) officer, listed below:

Robert A. Coffey
Supervisory Business Opportunity Specialist
United States Small Business Administration (Kentucky District Office)
Phone: (502) 582-5971 x266
Email: robert.coffey@sba.gov

4. Important: Submit the Contracting Officer’s (CO) contact information to Strategic Advanced Communications with the Purchase Request (PR) number (if applicable) assigned to your Bill of Materials. Mr. Coffey from the SBA will send a letter/email to the CO acknowledging the sole source request and will validate to the Contracting Officer the competencies of Strategic Advanced Communications.

If you are a Contracting Officer:

1. The CO composes an “offer” letter to Mr. Coffey, the SBA official assigned to SAC. The letter “offers” the requirement to the 8(a) program. Upon SBA approval of the offer letter from the CO, an “acceptance” letter is then sent to the CO.
2. Negotiation process between the CO and SAC can now begin. Pricing and validation is discussed in the negotiation process.
3. The CO completes a SF1449 form awarding the contract to SAC through the 8(a) Sole Source Vehicle. If the CO needs assistance in writing an “offer” letter or preparing a SF1449, please contact:

Robert A. Coffey
Supervisory Business Opportunity Specialist
United States Small Business Administration (Kentucky District Office)
Phone: (502) 582-5971 x266
Email: robert.coffey@sba.gov

4. The 8(a) program contracting procedures can be found at FAR 19.8. See the link below:
https://acquisition.gov/far/current/html/Subpart%2019_8.html#wp1092796
5. Agencies/departments reporting to the Federal branch have their own supplemental regulations. The DoD utilizes DFARS. In addition, The Marines and Navy utilize NMCARS. In short, a Marine Corps CO must conduct business while adhering to FAR, DFARS, and NMCARS.

For inquiries contact

Kathy Mills

Phone: 502-657-3412

Email: kmills@yourstrategic.com



CAGE CODE: 918Q1
DUNS: 118062968

David Minds
310 Evergreen Road
Louisville, KY 40243
Phone: (502) 813-8028
dminds@yourstrategic.com

Core Competencies

International Global Solution (IGS) Strategic Joint Venture (JV) (SIGS) is that partner. Headquartered in Indianapolis, IN, SIGS is an AV and information technology (IT) systems integrator. As a Small Business Administration (SBA) 8(a), HUBZone, and Small Disadvantaged Business (SDB), SIGS maintains offices throughout the U.S. and has deployed AV solutions and services to Federal, state, local, education, and commercial end users in over 1,700 locations.

- Audio/Video Design and Implementation
- Video Teleconferencing Solutions
- Network Engineering (Routing/Switching/Wireless)
- VoIP Phone Systems (Unified Communications/Presence/Video)
- Structured Cabling Solutions and Installation
- Secure Video Streaming and IPTV Solutions
- Video Walls and Digital Signage
- Conference Room Automation & Scheduling

Differentiators

- Certified 8(a), HUBZone, and SDB.
- 28 years of experience in successfully deploying IT, A/V & Cyber Security Solutions substantiated by CPARS Rating
- JV member Strategic Communications is International Organization for Standardization (ISO) 9001:2015-certified, one of the only Cisco Gold Certified Partners in Kentucky, a Microsoft GoldPartner, a Crestron Elite Partner, and an Extron Gold Partner
- Ability to procure over 400,000+ IT products
- Strategic partnerships with over 300 OEM And Distributors
- Membership with InfoComm International, the organization responsible for administering the Certified Technology Specialist (CTS) program – recognized worldwide as the leading AV professional credential.

**Certified 8(a),
HUBZone, and SDB**

IDIQ/GWAC Contracts

NASA SEWP V - Groups C & D
#NNG15SC90B,
#NNG15SC50B
NITAAC CIO-CS
#HHSN316201500048W
ADMC-3
#W52P1J-19-G-0050
ITES SW2
#W52P1J-20-D-0065
SEAPORT NxG
#N0017819D8580
2GIT
#47QTCA21A000W
GSA IT Schedule 70
#47QTCA21D007U

Key OEM Partners





Primary NAICS: 541519

For a complete listing visit:
www.sam.gov

Past Performance

Scott Air Force Base—Illinois: SIGS provided maintenance, installation and integration support to successfully maintain VTC and A/V systems, replace defective components, recommend system upgrades and provide training for new equipment.

USMC MARCENT—Tampa, FL: SIGS oversaw a full refresh of their AV system. This included new 4K UHD large format displays, Crestron DigitalMedia 4K Switchers, Planar Clarity Matrix and Biamp Tesira FORTE and CONNECT solutions for audio optimization.

Marine Corps Systems Command—Quantico, VA: SIGS procured a comprehensive Cisco networking, VTC and VoIP solution. This solution included VPN ISM modules, AC Power Supplies, VPN encryption modules, Cisco security licenses, DRAM upgrades, Cisco integrated services routers and 3rd generation Multi-flex Trunk VoiceWANs.

USMC MCTSSA—Camp Pendleton, CA: SIGS provided a full Cisco VOIP Call Center solution as well as Crestron control touch panels. Strategic's engineers optimized the network, programmed and deployed Crestron control and Cisco VOIP switches and equipment, and provided white-glove project management to the customer.

Vendor Certifications

Cisco: Gold Partner with certifications in Advanced Route & Switch, Advanced Collaboration, Advanced Data Center.

Dell: Gold Partner with Certifications in Servers, Storage and Networking

Poly: Certifications in RealPresence and Federal Specialization

Microsoft: Gold Partner



Over 300 Product Lines Including...

AMX	Biamp	Crestron	HPE/Aruba	Motorola	Planar	Samsung
APC	BrightSign	Dell	IBM	NEC	Poly	Verdent
AWS	CheckPoint	Equinix	Leviton	Oracle	SMART	VTech
Barracuda	Cisco	Extron	Microsoft	Panduit	Sony	Xerox