

HOW TO SOLE SOURCE TO A HUBZONE/SDVOSB CONCERN (J. TERRY & ASSOCIATES, INC.)

FAR 19.1306 (48 CFR §19.1306) – HUBZone Sole Source Option	
Requirement	How JTA can help meet requirement?
1. No reasonable expectation that two or more qualified HUBZone small businesses will submit offers.	<p>This requirement is <i>generally</i> met by satisfying FAR 6.303-2 provisions establishing a Justification and Approval (J&A) under FAR 6.302 (e.g., *FAR 6.302-1). See Differentiators table (below); based on these differentiators, JTA can help write the J&A in cooperation with the customer/program office.</p> <p>Note: The decision of the CO <i>not</i> to sole source can be challenged by SBA (FAR 19.306(b)). Moreover, whether this element is satisfied really depends on the willingness of the customer/program office to push the issue since the justification only needs to be <i>reasonably objective</i>—which can generally be done by justifying the need to deploy a company based on its unique characteristics/differentiators; depending on time constraints and the CO, the process can be quite subjective. It all comes down to what the customer/PM want to do and a willing CO.</p>
2. The requirement is not currently being performed by an 8(a) participant.	Easily satisfied if the requirement is new (or bundled) or per a simple query of the program office’s requirements already under contract.
3. The <i>anticipated</i> price (including options) does not exceed \$4.5 million for requirements with non-manufacturing NAICS codes.	Note that this requirement can be satisfied by an IGCE or other independent government pricing that comes in under the \$4.5 million threshold; the contract itself could be awarded for just over the \$4.5 million threshold and still be upheld as a valid award.
4. The requirement is not currently being performed by an 8(a) participant nor has it been accepted as a requirement by SBA under FAR 19.8 (i.e. The 8(a) Program).	Easily satisfied if the requirement is new (or bundled) or per a simple query of the program office’s requirements already under contract.
5. The acquisition is greater than the simplified acquisition threshold.	Satisfied so long as the acquisition exceeds \$250,000.
6. The HUBZone small business concern has been determined to be a responsible contractor with respect to performance.	Easily met by reference to JTA’s past performance.
7. Award can be made at a fair and reasonable price.	Easily met by reference to JTA’s past performance, PSS Federal Supply Schedule, or market research.

FAR 19.1406 (48 CFR §19.1406) – SDVOSB Sole Source Option	
Requirement	How JTA can help meet requirement?
1. No reasonable expectation that two or more qualified SDVOSB concerns will submit offers.	<p>This requirement is <i>generally</i> met by satisfying FAR 6.303-2 provisions establishing a Justification and Approval (J&A) under FAR 6.302. See Differentiators table (below); based on these differentiators, JTA can help write the J&A in cooperation with the customer/program office.</p> <p>Note: The decision of the CO <i>not</i> to sole source can be challenged by SBA (FAR 19.306(b)). Moreover, whether this element is satisfied really depends on the willingness of the customer/program office to push the issue since the justification only needs to be <i>reasonably objective</i>—which can generally be done by justifying the need to deploy a company based on its unique characteristics/differentiators; depending on time constraints and the CO, the process can be quite subjective. It all comes down to what the customer/PM want to do and a willing CO.</p>
2. The requirement is not currently being performed by an 8(a) participant.	Easily satisfied if the requirement is new (or bundled) or per a simple query of the program office’s requirements already under contract.
3. The anticipated price (including options) does not exceed \$4.0 million for requirements with non-manufacturing NAICS codes.	Note that this requirement can be satisfied by an IGCE or other independent government pricing that comes in under the \$4.0 million threshold; the contract itself could be awarded for just over the \$4.0 million threshold and still be upheld as a valid award.
4. The requirement is not currently being performed by an 8(a) participant nor has it been accepted as a requirement by SBA under FAR 19.8 (i.e. The 8(a) Program).	Easily satisfied if the requirement is new (or bundled) or per a simple query of the program office’s requirements already under contract.
5. The acquisition is greater than the simplified acquisition threshold.	Satisfied so long as the acquisition exceeds \$250,000.
6. The SDVOSB concern has been determined to be a responsible contractor with respect to performance	Easily met by reference to JTA’s past performance.
7. Award can be made at a fair and reasonable price.	Easily met by reference to JTA’s past performance, PSS Federal Supply Schedule, or market research.

DIFFERENTIATORS: WHAT CUSTOMERS LIKE ABOUT J. TERRY & ASSOCIATES, INC.

Management Consulting Services Differentiators

1. Organization led by doctorate-level management that also leverages 40+ years of military, government-civilian, and business leadership to successfully optimize organizations to accomplish internally-mandated goals and align them with broader policy initiatives—all by applying organizational design techniques and managing monitoring and control activities. JTA has been publicly recognized with directorate-level awards at USBP for its support.
2. A small agile organization that is able to leverage significant capability through its unique network of staff augmentation resources; JTA is organized so that it can staff and operate in all 50 states. The benefit is that JTA is very in-tune to the customer and responsive to evolving customer needs and increased demands for support within relatively short time frames.
3. JTA's familiarity with acquisition manuals and processes has proven very useful for acquisition staff in meeting its customers' requirements with minimal effort. JTA has been able to provide guidance about acquisition methods, acquisition policy, and is able to complete requisite forms for approval—thereby augmenting an organization's procurement capability to facilitate overall customer satisfaction.

Information Assurance (IA) Services Differentiators

1. JTA has proven itself in the IA domain with a very swift staffing capability on several occasions, staffing with CBP/DHS/DISA cleared, highly qualified (e.g., Bachelors/Masters plus CISSP, CEH qualifications), and experienced IA professionals to provide intrusion detection/penetration surveillance testing, NIST, and other security compliance support.
2. Since 2021, we have received several commendations for securing authority-to-operate (ATO) approvals for essential agency systems.

Organizational Qualifications/Differentiators

1. HUBZone/SDVOSB/WOSB with a **Top Secret Facility** clearance
2. HUBZone/SDVOSB/WOSB with **ISO 9001:2015** QMS (Certified as of September 2021)
3. HUBZone/SDVOSB/WOSB with **CMMC Level 3** (Ready as of August 2021)
4. HUBZone/SDVOSB/WOSB that can provide management consulting as well as IA support services—bundled requirements have translated to cost savings for our customers. Organized to operate in all 50 states and D.C.
5. HUBZone/SDVOSB/WOSB with +\$7 million recent (w/in 3 years) Prime Contract Experience and +\$12 million in recent Subcontract Experience—e.g., DoD (WHS, INSCOM) and DHS (CBP/USBP).

***6.302-1 Justification**

Based on the differentiators specified and the unique customer requirements that we can address, we can assist in providing a reasonable response to 6.303-2 questions related to a 6.302-1 Justification (*Only One Responsible Source and No Other Services will Satisfy Agency Requirements*), for example:

1. Unique Services—
 - a. Demonstrates a *unique and innovative concept* (i.e., original thinking submitted confidentially by one source; contains new, novel, or changed concepts, approaches, or methods, was not submitted previously by another; is not otherwise available within the Federal Government); OR
 - b. Demonstrates a unique capability to provide the particular research services proposed.
2. Offering a concept or services not otherwise available to the Government.
3. Does not resemble the substance of a pending competitive acquisition.