



WHITE PAPER: Promote Native 8(a) by Educating the Acquisition Workforce A Multi-Faceted Education Campaign Will Encourage Use of Native Enterprises

NACA Policy: Education and training of the federal procurement workforce is required to promote the use of Native enterprises in federal contracting, particularly those participating in the Small Business Administration's (SBA) 8(a) business development program.

Ask: SBA work with NACA on planning and implementing an educational campaign directed at improving the understanding of procurement policies related to the Native 8(a) program across all federal agencies.

Abstract: Native enterprises have strengthened and advanced their ethics and compliance programs, and today continue to provide exceptional products and services for their federal customers while generating benefits for Native communities across the country. However, there is a continuous need to educate the acquisition workforce of the benefits of utilizing Native enterprises, especially Native 8(a) firms, to meet agency mission needs.

Background: To improve awareness of the SBA's Native 8(a) program procurement policies, NACA supports the following means by which to encourage and support educating the contracting workforce on how to take advantage of qualified and capable Native entities to meet their agency mission needs:

- Outline the procedures and processes involved in procuring required goods or services that are ideally met by utilizing the Native 8(a) program. This can be accomplished through guidance distributed by federal agencies through memorandums and policy memos.
- Provide resources to contracting offices that are simple, easy to understand, and clear on how the Native 8(a) program can be utilized. These could include, but are not limited to, one-page summaries, instruction sheets, and short training videos on the agency SharePoint or shared drive.
- Assist in the development of a 10-15-minute webinar training for all new, incoming, contracting officers that, upon completion, will result in an 8(a)-contracting certification. This would be required for all new hires.
- Provide a time, ideally around Native American Heritage Month in November, where NACA can provide a brief presentation to on the 8(a) program and how it is improving Native American communities across the country. Understanding the human impact of this program could help dispel misperceptions around using the Native 8(a) program.