

8(a) Certification + GSA Schedule Advantage

A lot of 8(a) firms do not find out about the advantage of combining an 8(a) Certification with a GSA Schedule until they have already lost several years of their 9 years of 8(a) program eligibility. (Note: GC Construction firms are not eligible for a GSA Schedule). To highlight how a GSA Schedule gives an 8(a) firm an advantage over its 8(a) peers we will look at ground transportation as an example. There are 40 8(a) firms with the NAICS Code 485999 – All other transit and ground transportation. Here are the results of the comparison between the two groups.

	# Firms in Category	Total Spending	Avg. Spend per Firm
8(a) + GSA Schedule	13	62,720,818	4,824,678
8(a) Only	27	56,719,730	2,100,731

Based on these results the average federal revenue for a firm with an 8(a) + GSA Schedule combination in this industry is 2.3x that of an 8(a) firm without.

If we remove the 8(a) firms that recently received their 8(a) certification (9 firms are removed) the averages increase and the 8(a) + GSA Schedule combination is then 1.75x federal sales figure of the firms with only the 8(a) Certification.

	# Firms in Category	Total Spending	Avg. Spend per Firm
8(a) + GSA Schedule	12*	62,720,818	5,226,734
8(a) Only	19*	56,719,730	2,985,248

This example clearly demonstrates the value of a GSA Schedule to an 8(a) firm which for firms with the NAICS code of 485999 is millions of dollars in federal revenue per year.

Below is the data sets:

Industry: 485999 - All other transit and ground passenger transportation

#	Name of Firm	State	8(a) Entrance		Federal Sales	GSA Schedule
			Date			
1	[REDACTED]	TX	8/3/2011		21,182,822	
2	Strategic Consulting [REDACTED]	MD	9/4/2012		13,653,057	
3	COMMITMENT CONSULTING ENGINEERING AND CONSULTING [REDACTED]	GA	7/27/2010		10,717,527	GSA Schedule
4	[REDACTED]	GA	8/31/2009		9,331,028	GSA Schedule
5	ADVANCED TECHNOLOGICAL [REDACTED]	GA	9/12/2011		8,546,999	GSA Schedule
6	[REDACTED]	VA	11/29/2011		8,476,123	GSA Schedule
7	[REDACTED]	VA	7/29/2013		7,128,291	
8	WBOB, INC.	DC	3/26/2012		6,185,016	GSA Schedule
9	Rampart Construction, P.C.	GA	3/29/2012		4,772,536	GSA Schedule
10	[REDACTED]	TX	9/4/2012		4,220,797	GSA Schedule
11	GT New Enterprises, LLC	KY	12/30/2010		4,097,591	
12	CEPCO CONSULTING [REDACTED]	MD	10/22/2007		3,966,738	GSA Schedule
13	Foster [REDACTED]	MD	5/4/2011		3,948,206	
14	W & [REDACTED], LLC	MD	4/2/2008		3,363,375	GSA Schedule
15	GT Enterprises, INC.	NC	9/13/2012		2,111,837	GSA Schedule
16	RED RIVER SCIENCE CONSULTING, LLC	OK	2/23/2015		2,073,360	
17	EFS Enterprises, Inc.	CO	7/19/2013		1,751,315	
18	Windy [REDACTED], LLC	AK	8/9/2011		1,199,738	
19	247 Enterprises, LLC	NJ	8/11/2009		894,802	
20	S-2 ENGINEERING AND CONSULTING, LLC	SC	4/7/2009		794,383	GSA Schedule
21	[REDACTED]	GA	8/13/2014		312,305	
22	[REDACTED]	OR	6/3/2014		296,484	
23	GT Enterprises, LLC	MD	11/22/2011		234,459	GSA Schedule
24	STEELHEAD CONSULTING CORPORATION, LLC	GA	12/29/2011		225,218	
25	[REDACTED] DAVID	CA	8/3/2012		7,777	
26	[REDACTED]	MD	* 3/20/2016		-	
27	[REDACTED]	VA	* 6/2/2015		-	
28	[REDACTED] COMPANY, INC.	TX	4/12/2008		-	
29	[REDACTED] COMPANY, INC.	GA	10/25/2013		-	
30	[REDACTED] COMPANY, LLC	OH	* 7/1/2015		-	
31	SCOTT ENTERPRISES	MD	* 5/29/2015		-	
32	ALEX W. SIMS CONSULTING AND TREASURERS, LLC	DC	12/8/2010		-	
33	[REDACTED]	OH	* 11/16/2015		-	
34	[REDACTED]	VA	* 10/7/2015		-	
35	[REDACTED]	MD	* 10/7/2015		-	GSA Schedule
36	[REDACTED]	CA	10/25/2013		-	
37	[REDACTED]	MD	* 2/6/2016		-	
38	[REDACTED]	ND	12/20/2013		-	
39	[REDACTED]	MD	* 5/27/2015		-	
40	[REDACTED]	GA	4/21/2008		(51,236)	