



8a Certification – not just for Construction and IT

There are approximately 9,000 8a certified firms. Of these firms over 1,100 of these firms are IT firms located in the Maryland, DC, and Virginia area. Because of statistics like this many business owners think that obtaining an 8a certification only works well for certain firms in certain geographical locations:

Approximately 65% of 8a fall into the following three categories:

1. Construction (ALL TYPES)
2. IT and Software Development
3. Management Consulting

Although these types of firms represent the lion's share of 8a certified firms there are still many other opportunities for firms that have obtained an 8a certification to do extremely well with federal contracts. Many other types of businesses do well in niche industries.

Do not get discouraged because you do not find many firms in your primary NAICS codes located near your business that are 8a certified. Some examples of firms doing well in not traditional 8a businesses are as follows:

Steel / Metals / Aluminum Distribution
Water Filtration and Reverse Osmosis
Aerospace
Environmental Services
Canning and Food Production
Janitorial Services
Engineering
And many others

Ez8a can run multiple searches to make a determination if your firm would be able to obtain business in its primary NAICS code. Give us a call at 513-843-4288 and ask for Todd Luttenegger.