

Alpha Contracting with an Alaska Native Corporation



MTNT

An Alaska Native Corporation
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Effective Alpha Contracting.

By working hand-in-hand with a contractor, the Alpha Contracting process is an effective way to slash time and resources while still delivering the best results to the government. According to a 2010 research paper prepared at the Naval Postgraduate School, in Monterey, CA, Alpha Contracting improves communications between the government and industry; decreases the number of RFP iterations, revisions, misunderstandings and errors; increases trust; reduces the cycle time required; and results in cost savings.

Alpha Contracting enables the government and contractor to form a fully coordinated team to tackle problems head on without delay. To take advantage of the benefits afforded by Alpha Contracting, a federal contracting officer must initiate and obtain approval of a sole-source justification—unless utilizing an Alaska Native Corporation (ANC).

With an ANC, the Alpha Contracting process is even more effective.



A smooth process.

The Alpha Contracting process was developed to overcome the delays, disruptions, mistrust and cost-overruns plaguing standard contracting. However, by matching Alpha Contracting with an ANC, the government is able to make the process even more streamlined, more efficient and more compatible with the needs of government agencies. Working with an ANC allows government agencies to engage in unlimited value negotiated contracts without the need to provide sole source justification.

By working together during the procurement phase with an ANC, government agencies can quickly identify their needs with a highly responsive team that will focus exclusively on results without the distractions of a lengthy process, legal challenges and myriad other problems faced prior, during and after the development of an RFP. Alpha Contracting, with an ANC, means a smoother process overall.

Greater performance agility, more cooperation, fewer hassles and reliably lower price tags.



A natural fit.

ANCs are a natural fit for Alpha Contracting because it enables full requirements and expectations of all stakeholders to be discussed with the performing ANC contractor during the procurement phase. By taking advantage of an ANC's performance agility and negotiated solutions, process and paperwork are minimized along with delays and legal entanglements throughout the life of the contract.

Government agencies can direct ANCs to use a subcontractor that has a previous working relationship, expertise or past performance of success.

Direct Award to ANCs cannot be protested

By statute, an award to an ANC cannot be protested. Award protests are but one of many time-consuming headaches for government agencies working with contractors. Litigation, challenges, RFP do-overs, miscommunication, project delays and cost overruns can all spring from the regular contracting process and stall important government work.

This kind of mission failure can be avoided at the very start of the process, however.

By working with an ANC within the Alpha Contracting process, government agencies can openly discuss all project elements and their associated requirements so that the best solution is found in an arrangement that saves time, money and is "protest proof."



No limits in size, scope or area.

ANC Contract Awards have no limits in size, scope or geographic area. Unlike traditional, sole proprietor 8(a) firms, an award to an ANC provides maximum flexibility to the government without caps or other limits faced by other small businesses.

ANCs may receive unlimited direct awards from any federal government agency without geographic limitation or preference.

This is especially useful when awarding a broad IDIQ contract, providing a very powerful, adaptable tool to the government.



Brighter results.

Negotiated Contracts = Better Outcomes.

Expectations of the customer are better understood and met early in the process—when both the government and contracting partner are on the same page at the beginning, the problems of miscommunication and error down the road are significantly mitigated.

Comprehensive costs are established at the outset, resulting in better planning and a lower bottom line.

Open communication at the start and inherent cost/benefit trade-off during negotiations produce improved efficiencies and greater cohesion between government and contracting personnel.

Sole-source prices are negotiated, not dictated, and every contract term undergoes a comprehensive review to ensure the government receives a fair and reasonable price.

The end result is faster delivery for overall lower cost, as well as a genuine team spirit between the government and contractor that is goal-oriented rather than fee-oriented.



Next steps.

Offer Letter: The agency will communicate the opportunity to MTNT and the Small Business Administration (SBA). The agency will develop an Offer Letter containing a description of the work, the NAICS code, performance location, bond parameters and other requested information. The letter is addressed to MTNT's servicing SBA, which is the Alaska District. This is preceded by a phone call from MTNT to our SBA business development specialist, Joyce Courtney, to define the details before the letter is formally sent.

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Review and acceptance.

Upon receipt and successful review of the Offer Letter, the SBA will accept the opportunity on behalf of MTNT and return an Acceptance Letter to the requesting agency. Depending upon the time of day and time zones, an Acceptance Letter is often received by the agency within three days. Next, the agency officially issues the Request for Proposal (RFP). The agency has the ability to shorten the RFP response time as needed to meet their acquisition schedule.

MTNT has a proven track record of

excellence • transparency • integrity

efficiency • success



Get in touch today and begin the smooth process of Alpha Contracting with an ANC.

Deidra Mitchell

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