



# Certified SBA 8(a), SDB, and WOSB Joint Venture



Energy Technology Alliance LLC (ETA) is a joint venture between Lindahl Reed, Inc. (Lindahl Reed) and Boston Government Services, LLC (BGS). ETA was established under a U.S. Small Business Administration (SBA) approved mentor-protégé agreement and is a certified SBA 8(a), small disadvantaged business (SDB), and women-owned small business (WOSB). ETA combines the capabilities and experience of both Lindahl Reed and BGS. Lindahl Reed provides program management, engineering and technical, and management advisory services to federal and commercial customers across the energy, environment, and health markets. BGS provides engineering, technology, and cybersecurity solutions to the federal government and commercial energy sectors that advance national security and promote a sustainable and healthy environment. We are purpose-driven organizations focused on solving problems and investing in the long term to create opportunities for our future and for those who interact with us.

## Services

### Energy and Climate Change

- Clean Energy and Energy Resilience
- Decarbonization
- Electrification

### Cyber and Technology Solutions

- Cyber Security Compliance and Assessment
- Critical Infrastructure Security

### Environmental Management

- Scientific and Technical Support
- Environmental Compliance

### Nuclear Engineering and Security

- Specialized Design Engineering
- Quality Assurance and Compliance

### Business Solutions

- Strategic Planning and Communications
- Program and Project Management

### Health Services

- Fraud, Waste, and Abuse
- Regulatory Compliance and Privacy

## Federal Agency Benefits

- ✓ **Lowered Administrative Costs** – Agencies save time, effort, and costs in the streamlined 8(a) acquisition process, including sole source awards of up to \$4.5 million for services and products.
- ✓ **Accelerated Acquisition Process** – Time sensitive projects can start in days instead of months, allowing agencies to meet time critical project requirements without a lengthy competitive acquisition process.
- ✓ **Best Value Pricing** – Agencies negotiate with ETA directly to get the best value.
- ✓ **Best Value Services** – Agencies request capabilities and qualifications from ETA for evaluation before making award.
- ✓ **Small Business Credit** – Agencies contracting with ETA receive credit towards their small business, SDB, WOSB, and EDWOSB goals.
- ✓ **Reduced Agency Protest Risk** – ETA's eligibility and size may not be challenged for sole source or competitive 8(a) requirements.



By choosing ETA your organization can work directly with an experienced and capable company that has a proven track record of developing and implementing high quality program management, business, scientific, engineering, analytic, advisory, and technology solutions to Federal agencies. It also allows agencies to negotiate pricing with ETA directly to get the best value. Agencies will achieve multiple small business credits – including small business, Small Disadvantaged Business (SDB), and Women Owned Small Business (WOSB) credit for awards to ETA.

## How to Place an 8(a) Direct Award Contract with ETA

**Step 1:** Agency develops a statement of work, prepares a government cost estimate, and obtains the necessary funding.

**Step 2:** Agency selects ETA to perform the work and submits a procurement request to their agency contracting officer.

**Step 3:** The agency contracting officer prepares and submits an "Offering Letter" directly to the SBA at:

Mr. Joseph Smetak  
Business Opportunity Specialist  
SBA Portland District Office  
620 SW Main Street, Suite 313  
Portland, Oregon, 97205  
Email: [joseph.smetak@sba.gov](mailto:joseph.smetak@sba.gov).  
Telephone: (503) 326-6692

**Step 4:** ETA submits a proposal which is evaluated and negotiated by the agency.

**Step 5:** Agency makes award!

## The ETA 8(a) Difference

**Our expert knowledge of the Federal acquisition process, combined with deep technical capabilities and proven track record of successful contract performance, offers agencies a unique, low risk solution to meet their requirements.**

- ✓ **We Bring Large Business Understanding to the Small Business World** by combining established technical and contractual capabilities, systems, and processes with small business flexibility, agility, and responsiveness.
- ✓ **We Have a Well-Developed Management Approach** that has proven highly successful for government and commercial contracts. Our mature corporate infrastructure and dedicated professionals provide demonstrated excellence in contract and project management, quality, and client satisfaction.

**For Questions, please contact us at:**

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