

AKIMA



Your Trusted 8(a) Partners for Digital Services Projects

Cloud Lake Technology and Compass Point are 8(a) companies and wholly owned subsidiaries of Akima, an Alaska Native Corporation (ANC) specializing in delivering optimized mission performance through advanced technologies and systems. Led by Barry Smallwood, President of Akima's Emerging Markets Group, these companies offer highly specialized, digital services that enable customers to quickly and cost-effectively harvest, analyze, and leverage the greatest possible value from the increasingly vast amounts of data they are required to manage.

Key Capabilities

- DevSecOps
- Agile Development Methodologies
- Test Driven Development
- Cloud Native Applications
- Mobile Application Development
- Predictive Analytics / AI & ML
- User Experience Design & Engineering

Digital Services

The proliferation of advanced technologies such as DevSecOps, cloud computing, predictive analytics, artificial intelligence, and machine learning are driving digital transformation across the federal government. However, program offices still struggle to successfully adopt these modern technologies due to long procurement lead-times, competition requirements, and a lack of adequate coaching around new implementation methods.

In conjunction with the federal 8(a) Digital Services Initiative, Akima subsidiaries Cloud Lake Technology and Compass Point are uniquely positioned to help agencies overcome these challenges and streamline the procurement and implementation of digital services projects up to \$4 million in value.

What is the 8(a) Digital Services Initiative?

Developed by the U.S. Small Business Administration (SBA) in collaboration with the U.S. Digital Service, the 8(a) Digital Services Initiative gives agencies a clear, easy, and fast procurement path for digital services projects, while also reducing the administration burden for the SBA. This initiative is best suited for agencies that are looking to learn digital services, try new modern tech stacks, or develop a minimally viable product. Numerous resources and templates related to this initiative are available to agencies on the [TechFAR Hub](#); however, the process can be summarized as follows:

1. An agency identifies which Statement of Objective (SOO) is most appropriate for their program—Learn the Process, Select the Tech, or Build the MVP.
2. The agency then identifies capable 8(a) vendors (this may include vendors with valid GSA Stars II contracts).

3. The agency proceeds through the normal procurement process per FAR 19.8.
4. The contracting officer sends the SBA memo, dated December 20, 2016, to its agency's Office of Small and Disadvantaged Business Utilization (OSDBU) along with the RFP, or other associated or contract documents with one of the SOO's incorporated.
5. At the conclusion of the project, the agency can keep any follow-on work within the 8(a) program or switch to another contracting method or vehicle without getting SBA or OSDBU approval for removal from the 8(a) program.

Digital Services from the Akima Portfolio of Companies

Akima subsidiaries Cloud Lake Technology and Compass Point offer end-to-end digital services that help federal customers securely transition from traditional IT to a digital enterprise with minimum risk. From engagement to transformation and adaption, our unique business model is designed to promote rapid evolution and change in IT culture, while focusing on successful service delivery through agile, lean practices in the context of a system-oriented approach.

Our Digital Services Delivery Cell (DSDC) consists of a team of cleared, highly qualified experts, including a 24/7/365 user support team strategically located across the country to meet our customers' needs—anytime, anywhere.

We leverage the cloud to deliver digital services, making use of economies of scale through in-house management of the server environments and 3rd party tools necessary for project success, such as project management, customer support, and collaboration software.

Cloud Lake is one of the first companies – large or small and worldwide – to be appraised at CMMI Level 3 for both development and services using the CMMI Institute's new Capability Maturity Model Integration Version 2.0 (CMMI V2.0). Additionally, our DSDC's Quality Management System (QMS) is ISO 9001:2019 certified, demonstrating our maturity and commitment to increasing our organizational capabilities, while also providing our customers with direct access to superior capabilities and services.



Trusted Experience

Through our DSDC, we currently serve more than 2 million users in 70 locations across 400+ IT assets globally for the United States Agency for International Development (USAID), Department of State, and Defense Technical Information Center.



Partnerships

We are partnered with major and emerging technology vendors such as Microsoft, Red Hat, Tableau, Amazon Web Services, Cisco, IBM, Oracle and more.



Certifications

- CMMI Level 3 (V2.0) for Development and Services
- International Standard Organization (ISO) 9001: 2015 Quality Management System
- Certified in Scrum Master, Scaled Agile, ITIL, PMP

Contact Us

To learn more about how we can support your next digital services project, please contact us:

Mark Magee
Director, Business Development
mark.magee@akima.com | 703.328.9361