

Small Business Development Center at UCF Aya Associates



After 32 years as a successful provider of Information Technology Software and Consulting Services to the commercial market, Aya's principals decided in late 2007 to pursue business opportunities with the federal government.

Aya conducted an intensive study on how to do business with the federal government which culminated in a decision to also apply for the SBA 8(a) business development program. The study also provided an opportunity for an introduction to the Orlando, Florida Procurement Technical Assistance Center (PTAC) and Small Business Development Center at UCF (SBDC) resources. With the help from the PTAC and SBDC, the SBA 8(a) award became a reality and provided the initial encouragement to sail ahead.

Various one-on-one sessions with Tony Espinosa from the Orlando PTAC proved to be an invaluable resource that assisted with understanding and navigating the intricacies of conducting business with the federal government. His guidance provided the coaching necessary for a greater understanding of the government procurement process and small business programs.

Over the next two years the business owners attended a number of seminars sponsored by the PTAC and SBDC, which were essential in many ways – from understanding the federal government structure and available resources to proposal preparation and government contracting negotiations.

Aya created a Government Systems Division to target federal agencies whose mission most closely fit with the background and capabilities of the company. Additionally, Aya identified companies currently doing business with the federal government in the metro Orlando area and methodically contacted them to inquire and pursue sub-contracting opportunities. The company attended multiple vendor outreach sessions and yearly conventions to establish business relationships with federal government agencies. Aya also analyzed their traditional IT expertise and, based on their findings, decided to specialize in areas of significant demand by the federal government such as cyber-security, distance training, and simulation. Aya has also incorporated Certified Information Systems Security Professionals (CISSP) into its ranks, all with security clearances and, a vice president of business development who will also oversee the Government Systems Division.

Aya Associates has registered significant accomplishments during the past couple of years, such as being awarded 2 Indefinite Delivery, Indefinite Quantity (IDIQ) type contracts – a GSA IT Schedule with an anticipated value of \$125,000 for the first year, and a Navy Seaport-e award with a guaranteed minimum value of \$2,500. The company was also awarded a contract with the Naval Air Warfare Center Training Systems Division (NAWCTSD) valued at almost \$200,000 and a contract with the Department of Veterans Affairs valued at \$2,000.

"In retrospect, having decided to target the federal government is proving to be one of the best strategic decisions that we have ever made. Our experience, qualified staff, and in-house technology have been essential, but we could not have done it without the local guidance and support provided by the Orlando PTAC. It has taken us three years to establish our credentials but the future is bright" says Aya's President.

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Edgar Aya,
Aya Associates

Helping Businesses Start, Grow and Succeed