



Promises & Pitfalls

Subcontracting with Primes

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NDIA National Small Business Conference
San Diego, California
July 21, 2004
9:00 AM



SUCCESS STRATEGY

SAIC and AMSEC are committed to supporting small business, and for that reason, have gained the respect and admiration of the Virginia and national small business community.

This is why KIS sought them out.

SUCCESS STRATEGY



“Cause something to happen” Paul “Bear” Bryant

Develop Multiple Prime Contractor Relationships

- Team with Honest Brokers Operating in Your Industry
- Seek Out “Like Minded” Performers in your Marketplace
 - *Compatible with your corporate values*
- Team with *Other* Small Businesses
 - *KIS Maintains 25 Diverse Small Business Partnerships*
 - Additional Teaming opportunities
- Tenacity and patience are keys to your success
 - *FOLLOW-UP is essential*
- Communication is “King”

Strategic Business Development Teams

- **Mutual Objectives – Long & Short Term**
“Mutual Benefits Through Mutual Growth Plan.”

Success Measurement Metric

Knowledge Information Solutions, Inc. (KIS)



is the proud recipient of the
2004 SAIC Small Business of the Year Award.



Quality Performance

KIS has consistently provided quality products and services the ***first time, on time, and within budget,*** ensuring the satisfaction of our clients and the success of our business.