



The Value of Small Business in Federal Contracting

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Agenda

- **Agility Philosophy**
- **Benefits to SB Partnerships**
 - Our Benefit, Their Benefit, Government Benefit
- **Key Enablers to SB Partnerships**
 - Strategic Partnerships
 - Joint Ventures
 - Supplier Alliances
- **Final Thoughts & Discussion**

Agility Philosophy



- **Commit** to partnerships
- **Combine** core competencies
- **Exchange** ideas
- **Share** past performance
- **Expand** business opportunities
- **Host** SB Networking Events
- **Maintain** SB supplier database
(647 currently)

Provide Strong Supply Chain Network & Best Commercial Practices

Benefits to Small Business Partnerships

Us

- Our core competencies are enhanced by those of the small business.
- SBs bring specific skill sets and past performance needed for market penetration.

Small
Business

- Access to sophisticated programs and systems to enhance their capabilities.
- Help in the development of their vision as a federal contractor.

Government

- Large and small businesses work together for expert execution of contract requirements.
- SBs become a stronger member of the supply chain.

Key Enablers to SB Partnerships

Strategic Partnership

Long term relationship for business development and growth

Joint Venture

Combined expertise for competitive teams to expand the horizon of opportunities

Manufacturer Alliance

Consortium of specific commodity producers for developing skill sets needed for market penetration

Strategic Relationship

- Blue Chip Manufacturing & Sales, Inc.
 - Woman-Owned, HUBzone, 8(a), Small Disadvantaged Business
 - Manufacturer of Precision Spare Parts
 - Blue Chip brings expertise in configuration management, kitting, and reverse engineering for obsolete items
 - Joint Business Development Opportunities
 - Result:
 - A SBA 8(A) Mentor Protégé Relationship
 - Signing Ceremony 12 June 2008



Joint Venture

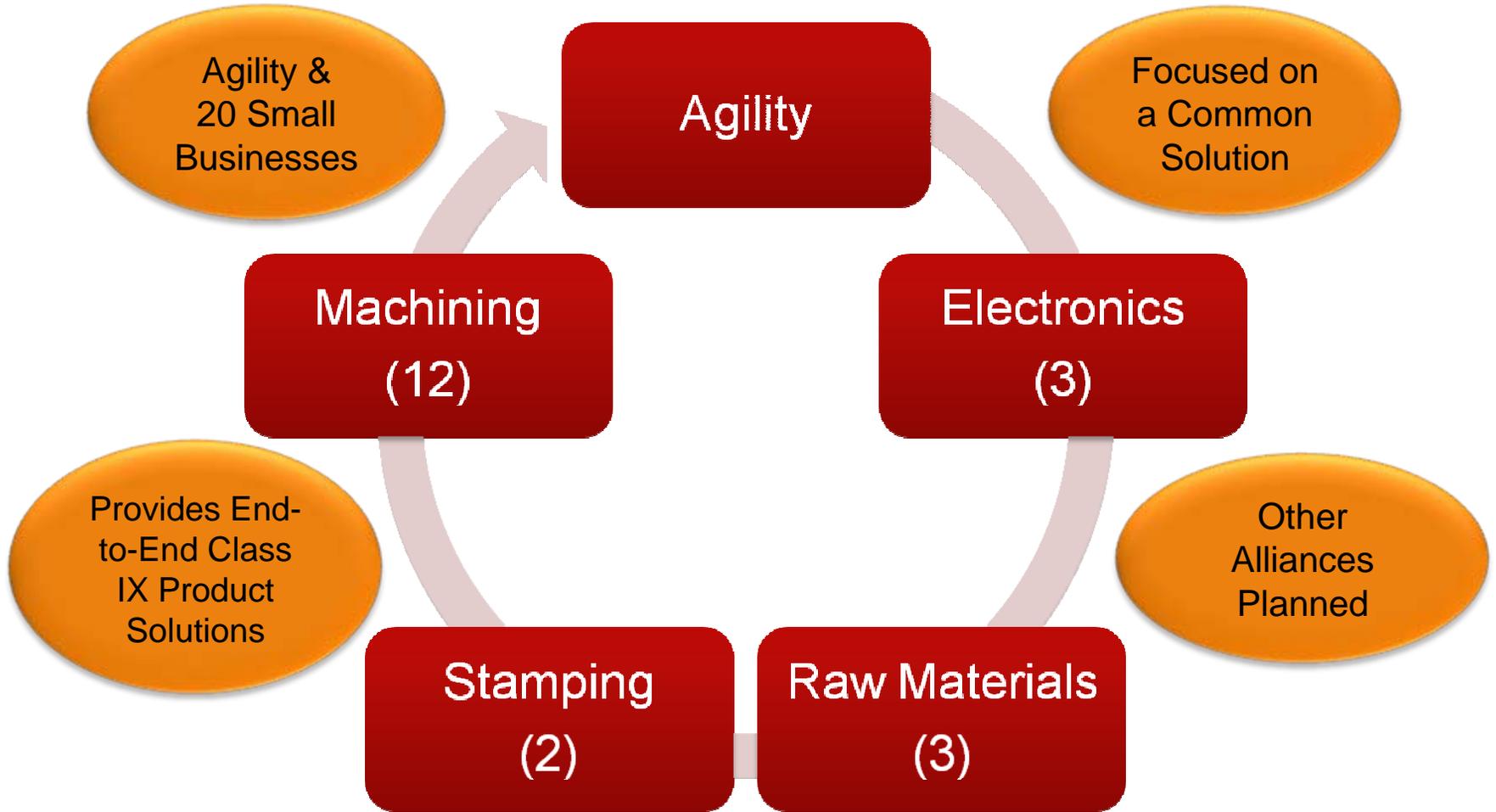
Agility
& Ferguson-
Williams



Hammer

- Hammer, Inc. - Service Disabled Veteran Owned Small Business
- Hammer brings expertise in bulk fuels storage and distribution
- Agility brings global network and worldwide distribution expertise
- JV has 7 sites up and running successfully

Manufacturer Alliance



Concluding Thoughts



Continuous Process to Provide a Value Added Solution



Questions?

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