

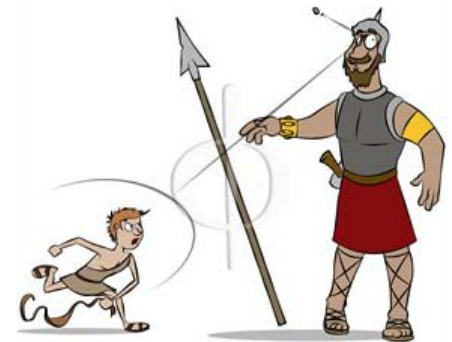
**Who wants to be small when they  
grow up?**

**Leveraging large partners for small  
business gain!**

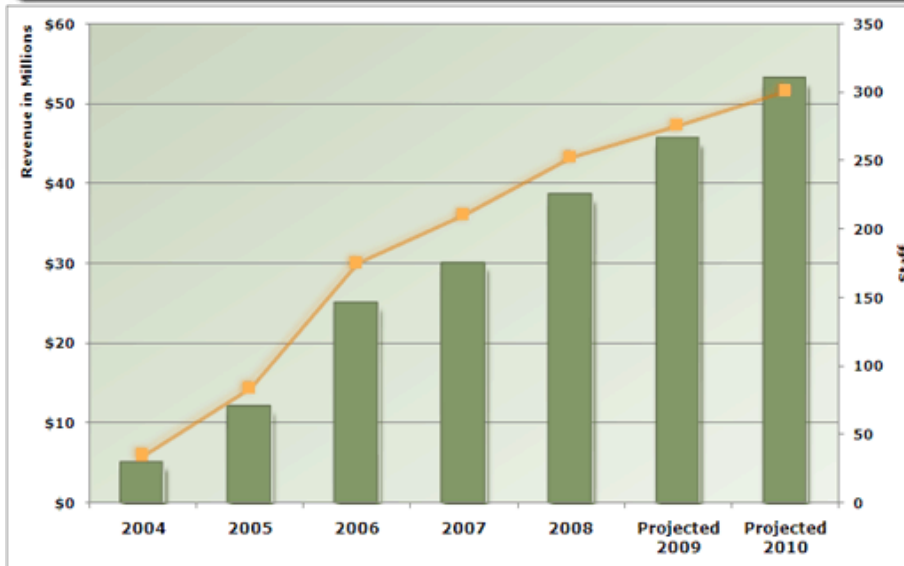
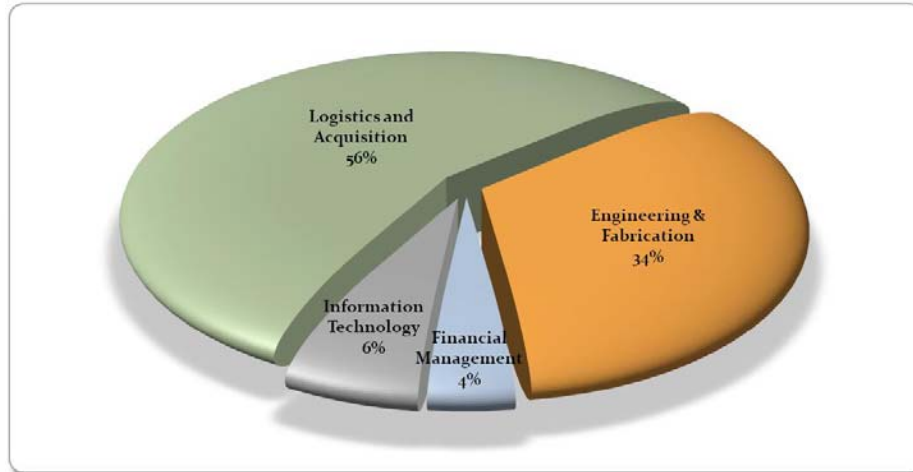


# The Columbia Group - Key Statistics

- Employees 260
- FY2008 Revenue \$38.5M
- Locations National Capital Region/  
Panama City, FL
- Small Business Mix 14%
- Prime-Sub Mix 80% - 20%



# The Columbia Group – What We Do



# Looking for Large Partner Leverage

- Bench strength, talent, key personnel
- Relevant past performances
- Relationships
- Compatible culture and value system
- Trust, long-term view



## Our Large Partner Matrix

<u>Partner</u>	<u>Contract Vehicle</u>
AECOM	Seaport e
Alion	Seaport e
ARINC	Seaport e
Battelle	CEOss
<b>Booz Allen</b>	<b>CEOss/Seaport e</b>
CSC	Seaport e
General Dynamics	EFV Program
Perot Systems	Seaport e



# Case Study: USMC HQ Logistics Modernization

## Booz Allen Leverage

Bench Strength

Key Personnel

Past Performance

Relationships

Culture & Value System

Trust & Long Term View

## Other Case Study Notes

Was Large Partner Key to Win

Year 1 Volume

Current Volume

Expected term of relationship

## Logistics Modernization

Yes

Yes

Yes

Yes

Yes

Yes

Yes

\$1.5M

\$4.5M

10 years +



# Case Study: CEOss Ground Based Optical Surveillance

## Booz Allen Leverage

Bench Strength

Key Personnel

Past Performance

Relationships

Culture & Value System

Trust & Long Term View

## G-BOSS

Yes

Yes

No

No

Yes

Yes

## Other Case Study Notes

Was Large Partner Key to Win

Year 1 Volume

Current Volume

Expected term of relationship

Yes

\$1.5M

\$3.5M

6 years +



**Who wants to be small when they  
grow up?**

**Large partner participation in TCG  
Business: 70%**

