

More Than 50 Years Supporting Customers in Meeting National Challenges

INFORMATION DEPLOYED. **SOLUTIONS** ADVANCED. **MISSIONS** ACCOMPLISHED.

CACI provides information solutions and services in support of national security missions and government transformation for Intelligence, Defense, and Federal Civilian customers. A member of the Fortune 1000 Largest Companies and the Russell 2000 Index, CACI provides dynamic careers for approximately 15,000 employees working in over 120 offices worldwide. Visit us at www.caci.com.

Business Areas

We are looking for teaming partners to help us support customers in our key business areas:

- Business Systems
- C4ISR
- Cyber
- Enterprise IT
- Geospatial
- Healthcare
- Integrated Security Solutions
- Intelligence
- Investigation and Litigation Support
- Logistics and Material Readiness

Partnerships with small businesses are an integral part of our growth and it is our continuing goal to ensure these relationships flourish. To learn more about working with us, visit <https://www.caci.com/partnership/index.shtml> or contact our Small Business Advocacy Office at smallbiz@caci.com.



Know Your Company

- **Be able to state your top 3 core capabilities clearly**
- **What types of Past Performance does your company have?**
- **Where is your company's current work today?**
- **Check your company webpage**
 - Design, meaningful content
 - Contact information
 - Mission/capabilities
 - Socioeconomic status
 - Certifications
 - Federal vehicles, contracts

Know the potential Customer or Prime Contractor

- **Thoroughly research the customer-much federal agency information is public and online**
- **Attend government Industry Days and outreach events**
- **Visit the agency's OSDBU**
- **Research the large federal integrators and identify those that are a fit for your company; register on their websites; attend their outreach events**
- **Read the federal rags: Federal Computer Week, Government Computer News, Washington Technology**
- **Join an association if you can, i.e. ACT/IAC www.actgov.org**

Small Business Teaming

- **Early teaming is key**
 - Identify opportunities early and focus your efforts
 - Find out which primes are going after the bid, or has the contract to do so
 - Make your value to the prime clear; define what you bring to the team that is relevant, unique
 - Capitalize early post award
 - Perform beyond expectations post award