Building Successful Partnerships with HBCU/MI

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SGT Overview

• Federal Government Prime Contractor
• SBLO Role
• SBA 8a Graduate in 2005
• Capabilities:
  ➢ Engineering
  ➢ Scientific Analysis
  ➢ Mission Operations
  ➢ Information Technology

Significant presence supporting seven NASA centers:
Ames, Glenn, Goddard, Johnson Space Center, Kennedy, Langley, and Stennis

Current Federal Clients: NASA, Dept. of Transportation/FAA, Dept. of Interior, Dept. of Defense, GSA and National Oceanic and Atmospheric Administration (NOAA)
Key Elements in Building Successful Teaming Partners with HBCU/MI

- Understand Federal contract types and required terms and conditions, specifically Federal Acquisitions Regulations (FAR) and NASA Federal supplements (NFS).

**Recommendation:**
- Become familiar with the FAR

Federal Prime Contractors are required to flow down specific FAR clauses to subcontractors, may apply to HBCU. Discuss with Prime and become familiar with the flow down clauses.

- Identify HBCU/MI primary contact with the appropriate authority to discuss potential subcontracting opportunities. What is the process; how do we do business with your University. (Provide a Back up Point of Contact (POC) if possible)

**Recommendation:**
- Identify a designated POC
- Prepare Capability Statement - Overview of the HBCU procedures to perform Federal subcontracting work. Include relevant technology expertise, approval process and delivery time to complete request.
Working with Prime Contractors

- **Responsiveness to Request for Proposals (RFP)** – Government has strict guidelines and response time requirements that must be met for each opportunity.

**Recommendation:**
- Understand the RFP proposal delivery requirements. Prime Contractor and HBCU to discuss the expectations, such as, Scope of Work (SOW), contract commitments, and delivery.
- Make sure your team, POC and processes are place to meet the deliverables.

- **Business Development/Teammates** – Be familiar with the RFP process, pre-planning that takes place early on in the RPF process. Teams are developed prior to the RFP release...sometimes 1-2 years out.

**Recommendation:**
- Begin discussion prior to RFP release. Stay engaged. Be responsive to the Prime during the development of the proposals, as information/data may be required.
- Be prepared for potential long proposal cycle.
- Be proactive in identifying potential subcontracting opportunities. As a subcontractor engage with the program team, inquire about subcontracting opportunities.
SGT actively pursuing opportunities to increase teaming partnerships HBCU/MIs

- Initiate discussions with HBCU/MI’s to identify potential teaming opportunities
- Seeking to identifying college seniors and post-graduate students for potential subcontracting roles on SGT’s Federal contract requirements
- HBCU/MI Subcontractor opportunities include:
  - Hiring alumni and industry professionals with applicable relevant experience
Final Thoughts

- Develop a Capability Briefing that highlights HBCU/MI expertise and process of how to do business with your University. Designated POC.
- Stay engaged with the Prime Contractor throughout the RFP process (anticipate long cycle time from RFP to award), and post award for securing subcontracting opportunities.
- Be responsive to the timelines and schedules to meet the delivery requirements on Federal contracts.
- Understand and become familiar with Federal contracting and terms and conditions.

**Think like contractors**
- Identify ways to actively recruit employees for subcontracting opportunities
- Identify methods for posting job opportunities.
- These positions are primarily for full-time employees, with some requiring years of experience. Consider pursuing candidates outside the collegiate environments.
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Thank you!!