



STINGER
GHAFFARIAN
TECHNOLOGIES

NASA HBCU/MI Technology Infusion Road Tour Florida A&M University

*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)

Working with Prime Contractors



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 RFP 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 supports HBCU/MI Participation



*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*

SGT Small Business Office



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Thank you!!