

# SAIC Small Business Opportunities presented to the NASA Industry Forum

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# SAIC's Small Business Opportunities

- SAIC promotes development, utilization and strategic teaming with all categories of small businesses.
- SAIC's Director and SB Liaison Officer (SBLO), Michael Townsend, develops and maintains relationships with government customers, industry, and small businesses to maximize and promote SAIC's effectiveness in small business utilization and development.
- SAIC participates in industry and customer SB events that help SBs find out about opportunities with SAIC, including the DoD, the SBA, NASA's Industry Forum (NIF), and other industry associations such as the National Defense Industrial Associate (NDIA) and the Armed Forces Electronics Association (AFCEA).
- SBs are encouraged to enter a profile into SAIC's Supplier Portal.

— [www.saic.com/suppliers](http://www.saic.com/suppliers)



# SAIC's Small Business Opportunities

- SAIC combines technical know-how and deep domain knowledge to deliver solutions that support our customers' missions. We seek SBs that can provide complementary skills and niche-type offerings and possess:
  - Strong past performance
  - Technical certifications (such as ISO, CMMI, PMP, ITIL, etc.)
  - Understanding of federal acquisition process
  - Necessary industry security clearance
  - Customer knowledge and intimacy
  - Commitment to ethics
  - Financial stability

## SAIC's NASA prime contracts:

- Agency-wide contracts EAST and NICS
- NCEAPS at the NSSC
- JOIST at JSC
- LITES II at LaRC

# SAIC's Small Business Sourcing Process

- **Requirements** – SAIC's process for identifying SB sources begins with the customer's requirements and identification of opportunities where SBs could contribute.
- **Search** – SAIC's SBLO, Business Development, and Program Mangers use the Supplier Portal and industry source lists to identify potential SB subcontractors based on desired business type, core competencies and capabilities, and past performance.
- **Qualify** – After initially identifying potential SB subcontractors, further review and one-on-one interviews are conducted to learn more about their performance, capabilities, and innovative solutions that best complement SAIC's capabilities for meeting a customer's goals and objectives. This allows SAIC to identify qualified potential sources and provide maximum practical opportunities for SB growth outside of a company's core capabilities.
- **Selection** – SAIC selects a qualified SB and initiates the subcontracting process.

# Engaging SAIC

- Almost all teaming and subcontracting activities are accomplished through active marketing well in advance of an opportunity being released for competition.
- SAIC typically will seek SB teammates 6 to 12 months before release of an RFP.
- SBs interesting in engaging SAIC need to articulate the following:
  - The name of the opportunity and procuring customer
  - Unique capabilities relevant to a specific contract or RFP
  - Past performance that is relevant to a forthcoming RFP
  - Knowledge of a specific opportunity
  - Knowledge of customers and their needs
- SAIC seeks to engage SBs not only as a subcontractor, but will also work with select qualified SBs in pursuing strategic SB set-asides where SAIC can bring strength to the team. Primarily, we seek companies that are committed to building long-term relationships.

# Tips for Working with Primes

- **Pre-Meeting Suggestions:**
  - Know the Corporation you are targeting
  - Know their customers – Does your Institute fit? Talk about how your Institute does Federal Contracting
  - Be registered with D&B – SAM and keep up-to-date
  - Be prepared with overview handout material
  - Be time sensitive
- **Your Capabilities Should:**
  - Have a clear direction with Technical and/or Administrative examples
  - Bring something to the table (innovative and creative)
  - Build Knowledge via Experience into your Capabilities
  - Describe your Business Categories (SB, SDB, HBCU), NAICS Codes, Customers, Alliances...
  - Statements should include the VALUE your Institute will bring to the Prime
  - Share your Capabilities frequently - Market – Increase your company's visibility



# Engaging SAIC

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## GETTING STARTED

To find out more about SAIC and our Small Business Program, visit our web site at [www.salc.com/sbp](http://www.salc.com/sbp) or email us at [smallbusiness@salc.com](mailto:smallbusiness@salc.com).

We also encourage small businesses to register in our Supplier Profile Portal to be considered for future opportunities. Registering your company profile does not qualify you as a vendor or guarantee you work with SAIC. To register, go to [www.salc.com/suppliers](http://www.salc.com/suppliers).