National Aeronautics and Space Administration

THE FEDERAL SMALL BUSINESS

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NEW MEXICO STATE UNIVERSITY

Tips for Success: Building and Maintaining Relationships with Prime Contractors

Denise S. Navarro

Logical Innovations, Inc.

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- Prepare, prepare, prepare
- Establish your targets
- Understand the environment/culture
- Clearly communicate your value
- Demonstrate performance record
- Establish partnership

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