



Panel Members

Mr. Jim Daly

Vice President IDIQ Programs, Management Services Group
AECOM (Large Business)

Mr. Richard L. Bennett

President and CEO

Advanced System Development (ASD) (Small Business)

Mr. Robert Lake

Director, Strategic Planning

DHPC Technologies, Inc. (Small Business)



Overcoming Challenges Doing Business With the Government

- Utilizing your Work History
- Customer Meetings
- Strategic Partnerships
- Teaming Meetings
- Keeping up with what is coming out
- Marketing and Selling – what's the difference
- Professional Associations
- Small Business Office



Overcoming Challenges Doing Business With the Government Past Performance

- Small or new companies can use the past performance from former work and the work history/resume of the persons that are part of that company
- There are many provisions in the FAR on how to do this but, make sure you follow these unofficial rules:
 - Work is relevant to the work at hand:
 - Scope
 - Size
 - Value
 - Customer Set (Same or similar)
 - You have someone who can provide Past Performance Reference



Overcoming Challenges Doing Business With the Government- Small to Mid-Size Challenges

- - Evolution from a Small to a Mid-size Company
 - Challenges faced
 - How challenges contributed to long term success

- As Mid-size Company
 - Path forward for continued growth



Overcoming Challenges Doing Business With the Government Moving from Sub to Prime

- Preparedness
- Flexibility
- Finances
- Past Performance