Working with Large Business to Grow your Small Business

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Where to Begin

Approaching a Large Business (LB)

Study the LB

• Visit their website. Do they list contract vehicles?

• Identify contracts held by LB by visiting FPDS-NG or other similar data sites How are they organized?

• Find out how they are organized and identify their SBLO or other SB staff.

Research the opportunity

• Which large businesses hold contracts that need your services?

• Attend Industry Days or SB events hosted by the client to gather intel.

• Speak with SB staff with federal agency to learn more about upcoming opportunities, SB goals, and prime contract holders.

Be Proactive in contacting the LB

• Ask about specific contracts or upcoming solicitations (completed homework).

• Speak with Business Development leads or Program Managers that would understand the value you bring to the table and your past performance.

• Focus on your strengths and areas where you could help the LB with their clients.
Subcontractors

What does AECOM look for?

- **Niche capabilities** or strong experience providing given services
- **Geographic proximity** to place of performance (if required)
- **Past performance** with prime, the ultimate client, or similar clients
- **Good reputation** for quality work
- **Good safety record** (e.g., better than industry average)
- **Socioeconomic status** to support goal attainment (multiple socioeconomic categories preferred)
- **Necessary certifications** and financial systems
- **Financial stability** as a firm
- **Trusted relationships** with the prime and/or client
Mentor-Protégé Program

Growing Your Business

Protégés benefit from
• financial, technical, or management assistance
• help obtaining/performing Federal sub/contracts
• opportunity to be suppliers under sub/contracts

Mentors benefit from
• obtaining credit toward subcontracting goals
• reimbursement of certain expenses
• other incentives given for assisting protégés

MENTOR
More Experienced Business

Mutually Beneficial Relationship

PROTÉGÉ
New Business
Mentor-Protégé Program

What does success look like?

- Joint Venture or Enhanced Strategic Relationship?
- Financial Assistance/Equity or Loans?
- Pipeline/Growth?
- Avoid Affiliation?
- New Certifications?
- Enhanced Infrastructure?
- New Technology?
- Client Recognition?
- Access to New Markets?

Be honest with yourself and your mentor!
Have you done your homework?

Have you worked contractually with your potential mentor?
- Under what client?
- Does that client have a mentor-protégé (M-P) program?
- How has your performance been with your potential mentor?

Have you reviewed the mentor's website on its M-P programs?
- Are you eligible to be a protégé under this program? Do you meet the requirements?
- Do your capabilities overlap with a current protégé of the mentor?
- Can you dedicate time/resources to making the program work? **BE HONEST**

What are the incentives for participating?
- Reimbursement?
- Evaluation credit?
- Compulsory participation for a specific procurement?
- What benefits are there to participating with **YOU** under the given program?

Who are your POCs with the mentor?
- What are their roles?
- Have you met the M-P Director or others within the OSDBU Office?
- Who might serve as your champion or agreement PM?
- Should you hire a lawyer to help with agreement/JV/LLC?
What are Mentors looking for?

**Existing relationship**
Current teammate, subcontractor, or small business prime

**Value proposition**
e.g. strategic relationship, complementary skill as there is a cost to an agreement for the mentor

**Maturity**
Mature enough for assistance to be beneficial (may have a minimum size measured in revenue or employees)

**Long-term value**
Strategic long-term value as both a subcontractor and SB prime

**No conflicts**
No competition with current protégé capabilities and no active mentor-protégé agreement within the targeted agency or any other agency

**Familiarity with Federal space**
Holding a Federal contract/subcontract for a period of time

**Compatibility**
Like-minded business ethics and philosophy

**Stability**
Financially stable and viable (may request information to support this)
What is the mentor’s approach?

Discuss with current client-facing POC
Involve SBLO/BD/Operations
Discuss with agency SB Office or Mentor-Protégé PM
Complete questionnaire/needs assessment assessment by protégé
(Required by most mentor-protégé programs)
Screen financials (Some mentors require this)
Draft agreement (Collaborate to ensure it’s targeted/assistance is needed/wanted)
Sign/submit agreement to agency for approval
Kick-off meeting (Internal and/or External)
Execute/report as needed (Agency Reports/PM Review)
Post Agreement Protégé Reporting (Helps measure impact)