



# Subcontracting to Small Businesses

SAME Small Business  
Conference

Subcontracting to Small Businesses, 29 July 2008

EARTH TECH

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# Subcontracting to Small Businesses


## SAME Small Business Conference



# Who is Earth Tech?

- Earth Tech sale to AECOM closed 25 July
- Environmental, Facilities, Transportation  
Water/Wastewater
- A-E services, construction trades,  
traditional environmental services,  
specialty services

# Services for DOD Clients

- GC services
  - Various trades
  - Environmental services
  - Information services
  - Support for all of our core services
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# Competitive Marketplace

- Being competitive doesn't necessarily mean being best value
- Understand what you are bidding, ID inclusions and exclusions, show what best value you bring vs. just price
- Complete bid with full documentation

# Characteristics of Successful Small Businesses

- Understand importance of working on schedule
- Safety culture, personnel trained with documentation
- Understand submittal process and importance of process
- Offer cost savings and cost-effective solutions vs. change orders

# Oops

- Do not take care of administrative responsibilities
- Do not understand good customer/client care
- Overextend work force

*“Our job is hard enough; we do not need subs who make it harder.”*

# Closing Thoughts

- Successful subcontractors are sought out for additional engagements
- Air Force contract small business requirements getting broader and more aggressive
- Pre-registration: outreach materials at booth

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# Conference Contacts

- Franz Schmidt
- Ellen Mack, Small Business Liaison
- Sally Macon
- Pat Malone, Subcontracts

# Questions?

