

“What Large Businesses Need From
the Small Business in Today’s
Competitive Marketplace”

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Large Business Perspective/Objectives

- Meet the letter and spirit of the SB utilization requirements
- Maximize our Value Added proposition to the customer by working with Small Businesses
 - Specific/Unique Capability
 - Local presence and knowledge
 - Customer relationship and/or institutional knowledge
 - Cost competitive
 - Surge capacity

Characteristics of a Successful SB Partnership

- Complementary skills – Defined Roles
- Quality of Relationship
 - Integrity
 - Honesty
 - Respect
- Financial Stability
- History of Successful Performance as a team
- Long term Perspective
 - Sustainability
 - Patience

Implementation Issues

- SB participation is aggregated and measured at the program/contract level
 - LB program management sets SB utilization expectations
 - Provides business systems to facilitate the process
- \$'s flow to SB community at the project/TO level
 - Requirements identified
 - Relationships developed
 - Procurement processes implemented
 - Subcontracts executed
 - Work completed

Teaming Agreement Challenges on IDIQs

- Meaningful at the TO level
 - Scope, location, and timing of work is known
 - Teams are customized to maximize value to the customer
- Very challenging at the IDIQ level
 - Scope, location, and timing of work is unknown
- Team member status on IDIQ does not preclude need to compete for work on individual Task Orders