The Value of Small Business in Federal Contracting

Dan Mongeon, President & CEO, Agility DGS
Agenda

• Agility Philosophy
• Benefits to SB Partnerships
  • Our Benefit, Their Benefit, Government Benefit
• Key Enablers to SB Partnerships
  • Strategic Partnerships
  • Joint Ventures
  • Supplier Alliances
• Final Thoughts & Discussion
Agility Philosophy

- **Commit** to partnerships
- **Combine** core competencies
- **Exchange** ideas
- **Share** past performance
- **Expand** business opportunities
- **Host** SB Networking Events
- **Maintain** SB supplier database (647 currently)

Provide Strong Supply Chain Network & Best Commercial Practices
Benefits to Small Business Partnerships

**Us**
- Our core competencies are enhanced by those of the small business.
- SBs bring specific skill sets and past performance needed for market penetration.

**Small Business**
- Access to sophisticated programs and systems to enhance their capabilities.
- Help in the development of their vision as a federal contractor.

**Government**
- Large and small businesses work together for expert execution of contract requirements.
- SBs become a stronger member of the supply chain.
Key Enablers to SB Partnerships

**Strategic Partnership**
Long term relationship for business development and growth

**Joint Venture**
Combined expertise for competitive teams to expand the horizon of opportunities

**Manufacturer Alliance**
Consortium of specific commodity producers for developing skill sets needed for market penetration
Strategic Relationship

- Blue Chip Manufacturing & Sales, Inc.
  - Woman-Owned, HUBzone, 8(a), Small Disadvantaged Business
  - Manufacturer of Precision Spare Parts
    - Blue Chip brings expertise in configuration management, kitting, and reverse engineering for obsolete items
  - Joint Business Development Opportunities
  - Result:
    - A SBA 8(A) Mentor Protégé Relationship
    - Signing Ceremony 12 June 2008
Joint Venture

- Hammer, Inc. - Service Disabled Veteran Owned Small Business
- Hammer brings expertise in bulk fuels storage and distribution
- Agility brings global network and worldwide distribution expertise
- JV has 7 sites up and running successfully
Manufacturer Alliance

- Agility & 20 Small Businesses
- Focused on a Common Solution
- Provides End-to-End Class IX Product Solutions
- Other Alliances Planned

Agility

Machining (12)

Electronics (3)

Stamping (2)

Raw Materials (3)
Concluding Thoughts

Continuous Process to Provide a Value Added Solution

- Use of Key Enablers
- Commitment to Partnership
- Combined Core Competencies
Questions?

Rich Brooks
VP, AAP Operations
(703) 417-6011
rbrooks@agilitylogistics.com

Jean Ann Grandinetti
Director Supplier Diversity
(571) 242-4298
jgrandinetti@agilitylogistics.com

Doug Baker
Director, Business Development
(703) 870-0614
dbaker@agilitylogistics.com