

Fall TRIAD

Nunn Perry Award Panel

General Dynamics C4 Systems

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Small Business Liaison Officer

Award

- DOD sponsoring agency: DCMA
- Type of agreement: CREDIT
- Award for 3rd year of agreement
- Areas of mentoring:
 - Product Development and Project Management Training
 - Human Centered Design training
 - Implementation of EVM and Program Management processes
 - Mentor Training Programs
 - Business and Revenue Growth Planning/Assistance to develop ability to be a viable Prime Contractor

Protégé Data



- **SWMG Productions, Inc., dba nFocus Solutions**

6225 N. 24th Street, Suite GL100, Phoenix, AZ 85016

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- **Number of employees:** 73

- **Core capabilities**

- State-of-the-art performance management software
- State-of-the-art situational awareness software
- Full-spectrum training and education software solutions

- **Discriminators**

- Proven approach to solving big problems
- Disciplined, lean-agile, web-based, software development process
- Award-winning customer service and support

Selection Process

- Define your selection process:

Our protégé was a niche provider and developer of outcome tracking and training management software used by the U.S. Army, so they were selected based on their unique capabilities and product offering. Our vision was to provide further developmental assistance in broadening its software and services to better serve the U.S. military.

Describe Mentor Protégé Program

- Number of Current Proteges– Three
- Agencies with Agreements (IS&T wide):
DoD, Credit and Reimbursable
DHS/NASA/SBA/FAA/State Dept./Treasury
Dept.
- Assigned PM – Technical (Engineering Lead)
- Past Proteges (IS&T Wide) – 42
- 2006 Nunn Perry Award Winner

Mentoring Process

- Kick-off Meeting held including Protégé, all protégé employees planned to be involved in the agreement; all disciplines involved with providing mentoring assistance under the agreement including Mentor SMEs; Protégé Executive Management; Mentor Executive Management; SBLO
- Periodic (quarterly) meetings to track activity against our milestone plan, in preparation of semi-annual reporting, and for support of DCMA Annual Reviews
- Mentoring provided by Mentor SMEs; also On-Site Training using our existing training suite
- Did not have HBCU or Small Business Development Center involvement

Working Relationship

- Positive relationship from first engagement
- Protégé achieved significant growth as part of our first agreement, and second agreement priority was to successfully manage their accelerated growth.
- Many positives from our agreement and working relationship:
 - Teamed successfully on many joint business opportunities
 - Protégé achieved multiple technical certifications
 - Mentor sponsored protégé's tradeshow participation
 - Protégé Prime Contract Growth Evidenced
 - Numerous new Subcontract opportunities for the protégé

Administration

- Labor required to support draft agreement application significant – equivalent to FTE for approx. six weeks
- Agreement support and administration – PM, Engineering, PM, CM, Security, Finance, HR, SCM, SBLO – Multiple employees supporting developmental assistance tasks as required
- Semi-annual reporting; annual DCMA Review