

# *“The Rhythm of CHANGE”*

## Small Business Development: Doing Business with the Government



# Agenda



**“Leveraging Growth through Subcontracting – Large Business Perspective”**

**BG Barbara Doornink, USA (Ret.)**

**Senior Vice President, Operations Manager, SAIC**



**“Growing Your Business in the Government Sector – Winning Prime and Subcontracts”**

**Mary Ann Wagner, President, XIO Strategies**



**“Marketing to the Government – How to Win Prime & Sub Contracts”**

**Teresa Lindauer, Program Manager, Defense Logistics Agency**



**“Making the Transition – Leveraging Commercial Market Experience into the Federal Segment”**

**Liz Lasater, President, Red Arrow Logistics**



# SAIC - Overview



SAIC is a Fortune 500<sup>®</sup> scientific, engineering, and technology applications company that uses its deep domain knowledge to solve problems of vital importance to the nation and the world, in national security, energy and the environment, critical infrastructure, and health.

## Our Successes

### 40 years of continuous growth

- \$10.1 billion in annual revenues for FY 2009
- Fortune 500<sup>®</sup> company – No. 289

### Superb staff of qualified professionals

- Approximately 45,000 personnel worldwide
- 10,000 employees with advanced degrees
- 19,000 with security clearances

### Key positions on initiatives of national importance

- Green Energy
- Global Health
- Cybersecurity

### Leading provider of contracted R&D services

All figures are current as of March 2009.

## Our Core Values and Purpose



**SAIC is one of the top systems integration companies for the Government**

# Leveraging Growth through Subcontracting – Large Business Perspective



- **SAIC focus on growth through small business teaming**
- **Finding opportunities for teaming**
- **Teammate analysis and timing**
- **Building relationships**
  - **Using our Mentor/Protégé program to foster relationships and support small business growth**