



How To Do Business With Prime Contractors

Debra Bailey, Small Business Specialist/
Subcontract Manager

Congressman Bill Posey's Federal Contracting Conference
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And so, my fellow Americans,
ask not what your country
can do for you;
ask what you can do
for your country.

John F. Kennedy

Easier to Break into Fort Knox



Complete Prospective Supplier Profile

<http://www.govcomm.harris.com/suppliers/smallbusiness/>

- Purpose of the form is to provide the Harris Small Business Office basic information about your firm
- It does not place your firm on a bidder's list or on an approved supplier list

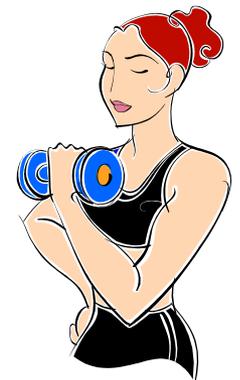
Research Target Customer Business Model for Potential Gaps where Products & Services Add Value

Follow – Up / Summarize the Following Information	
What One capability your firm is <u>really</u> good at or known for	Technology, product or service
Harris Business your Capability best applies	www.harris.com
Client / Customer list (i.e., End User) – Top 5	Prime or sub relationship
Market focus	ISR, ATO, Healthcare
Cleared Facilities / Personnel	Yes or No
Quality certifications / Regulatory registrations	CMMI, ISO / AS9100, ITAR
Past Performance	Customer awards or ratings
Small Business status	Subcategories – SDB, SDVOSB, etc.

Prospective Suppliers – Get Your Business Into Shape



- **Know Your Target Company**
- **Know How to Get Your Message Across**
- **Know Your Company**
 - Your product or service Niche
 - Understand / articulate core competencies
 - Quickly Verbalize Top 5 Client List
 - Clearly articulate “value proposition” ~ 3 minutes
 - Certifications achieved or “standards compliant” (CMMI, FEA, AS9100, ISO)
 - Schedule / Quality ratings from other Customers
- **Utilize Resources - Network**



Know Where You Fit

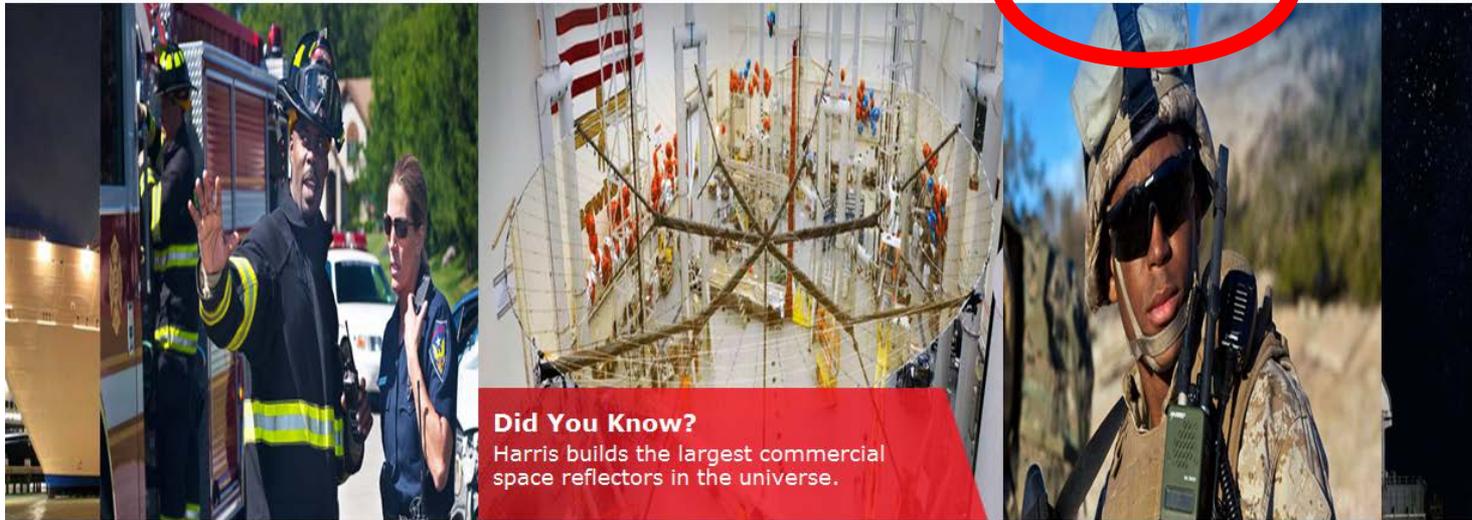
Know What MY Company Is All About- Do Your Homework



- International communications and information technology company headquartered in Melbourne, Florida serving government and commercial markets
 - Publicly listed on NYSE (ticker: HRS)
 - Approximately \$5.5 billion annual revenue
 - About 15,000 employees located in 50 countries around the world
 - Workforce includes 6,000 engineers and scientists
 - Leader in design, deployment and operation of highly-reliable, secure **communications systems** and information networks for voice, data, imaging and video



Know Harris – Visit our Web Site www.harris.com



Did You Know?
Harris builds the largest commercial space reflectors in the universe.



Harris Wins Air Traffic Control Technology Award
Company's networking platform receives 1st place at IHS Jane's ATC Ceremony



Harris Reflectors Successfully Deploy
Reflectors deliver commercial free content to SiriusXM subscribers



Harris at SATELLITE 2014
March 11-13
Washington, DC
Discover More - Harris Booth #4000



Zoom In On The Target

<http://govcomm.harris.com/>



RF Communications

RF Communications is the leading global supplier of secure radio communications and embedded high-grade encryption solutions for military, government and commercial organizations.



Integrated Network Solutions

Integrated Network Solutions addresses the fast-growing global market for integrated communications and information technology and services. It provides a variety of trusted networking capabilities to support government, energy and healthcare customers.



Government Communications Systems

Government Communications Systems develops, produces, integrates and supports advanced communications and information systems that solve the mission-critical challenges of its civil, national intelligence and defense customers worldwide.

HARRIS

HOME COMPANY **MARKETS / SOLUTIONS** PRODUCTS / SERVICES BUSINESSES INVESTORS

CIVIL GOVERNMENT **DEFENSE** ENERGY HEALTHCARE MARITIME NATIONAL INTELLIGENCE PUBLIC SAFETY AND PROFESSIONAL COMMUNICATIONS TRANSPORTATION UTILITIES

Harris Solutions for Defense Markets

Harris is a leading provider of innovative, highly reliable communications and intelligence, surveillance and reconnaissance (ISR) solutions and services for the U.S. Department of Defense (DoD) and for international defense markets. In 2012, Harris was ranked 11th on the Washington Technology list of top 100 U.S. government contractors.

- > Avionics
- > Battlespace Networks
- > C4ISR
- > Communications Security & Encryption Products
- > Data Links and Airborne Communications
- > End-to-End Satellite Communications
- > Geospatial Solutions
- > IT Services
- > Land Mobile Radio System & Equipment
- > Tactical Radios
- > Unmanned Systems

Harris is a world leader in advanced avionics equipment and systems, providing the cutting-edge electronics, software, systems integration and support that military aircraft manufacturers seek when designing, developing and building fighter jets, helicopters and unmanned aerial vehicles (UAVs). Harris avionics are helping to make the DoD's newest aircraft development platforms—F-22 Raptor, F-35 Joint Strike Fighter (JSF), and F/A-18E/F Super Hornet—lighter, smarter, more lethal and more affordable while continuing to sustain the older F/A-18 A/D Avionics Systems.

Critical Infrastructure Networks

Harris networks have the ability to connect 24/7, across the globe.

Customer Value

- Reduced infrastructure capital costs
- Enhanced command and control
- Improved program support
- FAA, TSA, and other infrastructure

Key Capabilities

- VMEC (VMEC) and VMEC (VMEC)
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- VMEC (VMEC) and VMEC (VMEC)

Space Payloads

Harris customizes payloads for on-orbit and remote operations.

Customer Value

- Power mission-critical payloads
- Increased payload capacity
- Increased payload reliability

Signature Programs

- Action AOR-9
- VMEC (VMEC)

Key Capabilities

- Aggressive
- Multi-Mission
- Long-term
- Innovative

Sensor Processing Group

Harris complex critical information processing where and when needed.

Customer Value

- Increased customer mission success
- Increased payload capacity
- Increased payload reliability

Signature Programs

- AGA (AGA)
- AGA (AGA)

Key Capabilities

- Broad spectrum
- Scalable
- Flexible
- Innovative

SATCOM Terminals

Harris broad spectrum of satellite communications terminals provide backhaul link to be a remote operations and strategic infrastructure.

Customer Value

- Rapid deployment
- Reduced cost
- Increased payload capacity

Signature Programs

- US Army
- US Army
- US Army

Key Capabilities

- Family of small
- Scalable
- Flexible
- Innovative

C4ISR Battlespace Networks

Harris multi-domain integration connects our C4ISR strategic infrastructure collaboration, and more.

Customer Value

- High value
- Reduced cost
- Increased payload capacity

Signature Programs

- US Army
- US Army

Key Capabilities

- High value
- Reduced cost
- Increased payload capacity

Avionics Electronics

Harris multi-domain integration connects our C4ISR strategic infrastructure collaboration, and more.

Customer Value

- High value
- Reduced cost
- Increased payload capacity

Signature Programs

- US Army
- US Army

Key Capabilities

- High value
- Reduced cost
- Increased payload capacity

Robotic Systems

Harris robotic systems necessary to support operations. The integration of our C4ISR strategic infrastructure collaboration, and more.

Customer Value

- High value
- Reduced cost
- Increased payload capacity

Signature Programs

- US Army
- US Army

Key Capabilities

- High value
- Reduced cost
- Increased payload capacity

RF Heating

Harris long history of mastering Radio Frequency propagation for communication has been adapted to generate heat in bitumen rich oil sands to assist in the extraction of crude oil in a cost effective and environmentally friendly process.

Customer Value

- Reduced environmental impact
- Increased payload capacity
- Increased payload reliability

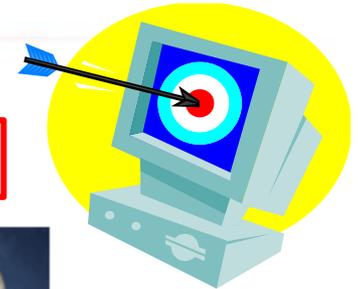
Signature Programs

- US Army
- US Army

Key Capabilities

- High value
- Reduced cost
- Increased payload capacity

<http://govcomm.harris.com/solutions/products/avionics/avionics.asp>



Harris Avionics Sr Executive Account Managers



U.S. Air Force—Space and Missile Systems Center (SMC)

Chris Forseth
Chris.Forseth@harris.com
719-867-4200
[Executive Biography](#)



U.S. Army
Denny Lewis
Denny.Lewis@harris.com
703-663-4872
[Executive Biography](#)



U.S. Army—Space and Missile Defense Command (SMDC)
Mike Barefield
Michael.Barefield@harris.com
256-278-9392
[Executive Biography](#)



Weather
Dr. Jack Hayes
John.Hayes2@harris.com
571-262-2372
[Executive Biography](#)



Aviation
Bob Coulson
Robert.Coulson@harris.com
321-309-6180
[Executive Biography](#)



Intelligence Community
Allen Krum
Allen.Krum@harris.com
703-480-6116
[Executive Biography](#)



Technical Intelligence
Dave Kimball
David.Kimball@harris.com
703-828-1525
[Executive Biography](#)



Geospatial Intelligence
Tom Freeberg
Thomas.Freeberg@harris.com
321-984-6169
[Executive Biography](#)

<http://govcomm.harris.com/solutions/about/seams.asp>

Get Your Message Across- Develop Your Elevator Speech



1. Write down your top five business strengths.
2. Narrow each strength down to a paragraph.
3. Think about your unique identifiers in each of these areas.
4. Pick your top 1-2 core capabilities, unique identifiers about your company.
5. Put it together. *“A presentation is your opportunity to shine or blow it.” Thomas Leech.*
6. Save the last moments to pitch your company and what your future goals are.
7. You need to be SHARP and have Professional STYLE. Dress to impress!
8. Leave your audience wanting to know more about your company.



Understanding Your Business (or Questions for Self Examination)

Why do you win business today?	
Why will you win business in the future?	
What are the large scale business trends / drivers that you see are shaping your business?	
What discriminators do you have? How sustainable are they?	
Are there lucrative market spaces you are missing?	
What emerging business opportunities should you be considering?	
Which channels to market are your strongest, and weakest?	
Where should you invest more, and less?	
What company would you like to emulate?	

Company Name

Logo

- POC information
- Business Start Date
 - NAICS Codes
 - Business Size
- TS Facilities/People
- Primary/Core Capabilities
- Products/Services offered
 - Markets Served
- Niche or Differentiator from Competition
- Certifications
- Clients List
- Customer Ratings/Awards

Know Your Company- Develop Past Performance Sheets



CONTRACT NAME:

CONTRACT DESCRIPTION:

Customer:

Contract Number:

Contract Type: IDIQ, FFP, CPIF, T&M

Award Date:

Award Amount:

Period of Performance:

Contractor Performance Assessment Reporting Systems (CPARS):

Project Description and/or Service provided:

PERFORMANCE HISTORY

Describe the quality of supplies delivered or services rendered in terms of compliance with the Statement of Work and specifications.

Was the work performed within the negotiated period performance and/or delivered according to the negotiated delivery schedule? If NO, please explain.

Showcases your company's critical metrics, your program's outputs and deliverables.

Important Discriminator- sets your company above others!

Considered a significant criteria for contract award consideration

Utilize Resources – Network- Network- Network



- **Attend Local / Industry / Trade Association Meetings**
 - NAPM (National Association Purchasing Mgmt)
 - NCMA (National Contract Mgmt Association)
 - IACCM (International Association for Contract & Commercial Management)
- **Participate in Supplier Shows / Matchmaking Events**
 - PTAC (Procurement Technical Assistance Centers)
 - SBA / SCORE
 - SBDC (Small Business Development Center)
 - NMSSDC, Women Business Centers, etc.
- **Ensure Your Company found in SAM (System for Award Management)**
- **Develop A Website**
- **Embrace other Small Businesses**

It isn't just what you know, and it isn't just who you know. It's actually who you know, who knows you, and what you do for a living

Harris Believes In Small Business As Does Our President



President Obama's proclamation on May 09, 2014 highlights the important role Small Businesses play in growing the nation's economy and the Administration's efforts to cultivate an environment where Small Businesses can succeed.



Thank You From Harris' Supplier Diversity/ Small Business Office



For Small Business Inquiries, contact:



Rhonda D. Sammon, CPCM
Small Business Liaison Officer
321.729.2093 (office)
Rhonda.Sammon@harris.com

Debra Bailey
*Small Business Specialist /
Subcontract Manager*
321.727.6686 (office)
Debra.Bailey@harris.com