

Panel Discussion 5: Teaming

Moderator: Sherry Cohen, Program Analyst, OSDDBU

USDA prime contractors will discuss mentoring and teaming opportunities with their firms for SDVOSBs at USDA and other federal agencies.

Frank Palmer, Senior Associate, Booz Allen Hamilton is here representing a firm that consistently receives awards for its commitment to SDVOSBs. This year Booz Allen Hamilton won the 2008 Nunn-Perry Award for accomplishments in the department's Mentor-Protégé Program with a U.S. Army protégé. In addition, this stellar large business was recognized by the U.S. Department of Veterans Affairs for the second consecutive year for its significant contributions in expanding business opportunities for veterans and service-connected disabled veterans.

Gwen Johnson is the Small Business Program Manager for EDS, an avid supporter of SDVOSBs. At the 2008 Veteran-Owned Business Accountability Summit EDS received the Corporate Champion Award for exceeding the U.S. government's 3 percent goal for SDVOSB participation in federal programs for two consecutive years. EDS awarded 3.5 percent of its subcontract awards to SDVOSB and 5 percent to VOSB. In addition EDS was selected by the U.S. Department of Defense to receive the Inaugural Prime Subcontracting Award for excellence with Service-Disabled, Veteran-Owned Small Businesses (SDVOSBs). EDS was selected for awarding 3.5 percent of its subcontract awards to SDVOSBs.

Rick Morris, Director of Business Development for CGI Federal is seeking SDVOSBs to supplement CGI's technical and support capabilities in the areas of systems integration and consulting, application management, technology management and business process services. He is committed to locating qualified SDVOSBs to pursue subcontracting opportunities to help grow these businesses. CGI Federal participates in the Mentor/Protégé programs of the Department of Homeland Security, Department of Treasury and the Small Business Administration.

Todd Snedden, Vice President Business Development Federal, L-3 Communications, is here representing a large business that is the 8th largest provider of IT services to the Federal government according to Washington Technology magazine. The L-3 Enterprise IT Solutions Division, (Director in the audience) manages the L-3 Business Development Directors for all Federal Civilian agencies. His division has received the Department of Defense SDVOSB Prime Subcontracting Award in 2007 and 2008.

Rebecca Miller, Director of Business Development, Federal Civilian, SAIC strongly supports SDVOSBs. In 2004, SAIC entered into the first-ever Memorandum of Understanding with the Department of Veterans Affairs to cultivate the growth of veteran-owned businesses. This agreement has resulted in free business development and proposal training for about 50 service disabled veteran-owned firms and business development assistance to about 150 veteran-owned firms. SAIC has exceeded the statutory 3% goals in the last two fiscal years by subcontracting over \$300M to veteran owned small businesses and over 156M or 5% of all subcontract awards to service disabled veteran-owned firms in Government Fiscal Year 2008

Roger Sion is the Business Development Executive within **Unisys Federal Systems**. He is responsible for the USDA account. Unisys has been a business partner of the USDA for over 15 years, supporting a broad range of programs in application development, network and infrastructure operations, security, help desk and data center migration. Unisys currently works with the small business community to support these programs and is committed to supplier diversity. In 2007 Diversity.com listed Unisys as one of the Best Corporations for Veteran-owned Small Businesses.

N. Scott Phillips, Portfolio Executive, IBM is here to tell you about IBM's commitment to diverse suppliers. IBM's Minority Supplier Development Program was started in 1968 and has continued to grow. In 2007 its expenditures with diverse businesses totaled \$2.6 Billion. IBM conducts extensive outreach, is a member of many small business organizations and participates in numerous small business events. IBM is a Nunn Perry Award Winner.