TEAMING AS A SMALL BUSINESS

Brent L. Clark, Vice President
Performance Results Corporation

WHO IS PERFORMANCE RESULTS CORPORATION?

- Incorporated in April 2000
- SBA Certified Small, Woman-Owned Corporation
- Kathy Clinton Owner and President
- Located at 6 Canyon Road, Morgantown, WV
- Employs over 230 personnel located across 16 cities and 13 states
- 2010 revenue was $25M, projected to exceed $30M in 2011
- Primary clients are the DOE, DOJ, CDC, and Army

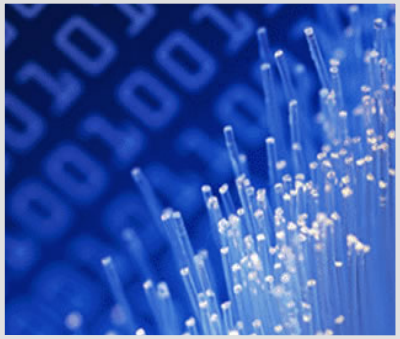
PRC

PRC CORE COMPETENCIES

Technical & Engineering Support Services

Facilities & Administrative Support Services

Program & Project Management Support



Information Technology Support Services

Strategic Planning & Management Support

TEAMING – SUCCESS STORY

Valued Partner – Tetra Tech:

- Quality reputation
- Committed management
- Excellent performer
- Understands importance of "relationship building"
- Recognized industry experts
- Truly cares about small businesses and their goals
- Understands importance of mentoring small businesses

TEAMING – KNOW THE SCOPE BEING PURSUED

Knowing the work:

- Contract historic teaming arrangements
- Do you have the qualifications?
- If using a team, does your team cover all of the SOW?
- Does this create a conflict of interest?
- Can you supply the Key Personnel?
- Do you know the competition?

TEAMING – KNOW THE TEAMMATES WITH WHOM YOU ARE PARTNERING

Knowing your teammates:

- Research every company
- What is their reputation for:
  - Quality
  - Safety
  - Teaming
  - Cost/Schedule
  - Working with small businesses
  - Hiring teaming partners employees
  - Adhering to teaming agreements
  - Quid pro quo

TEAMING – THE TEAMING AGREEMENT

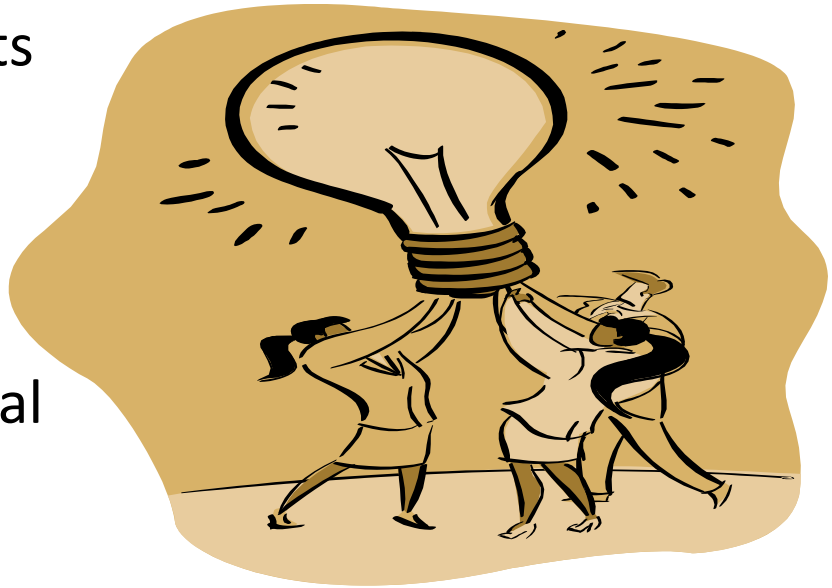
The teaming agreement:

- Mutually agree upon by all parties
- Should clearly identify:
  - Percentage of work scope
  - Key personnel
  - Proposal support commitments
  - Grounds for termination of agreement
  - Discuss hiring of teaming partners personnel
  - Changes in contract scope
  - POCs for each company

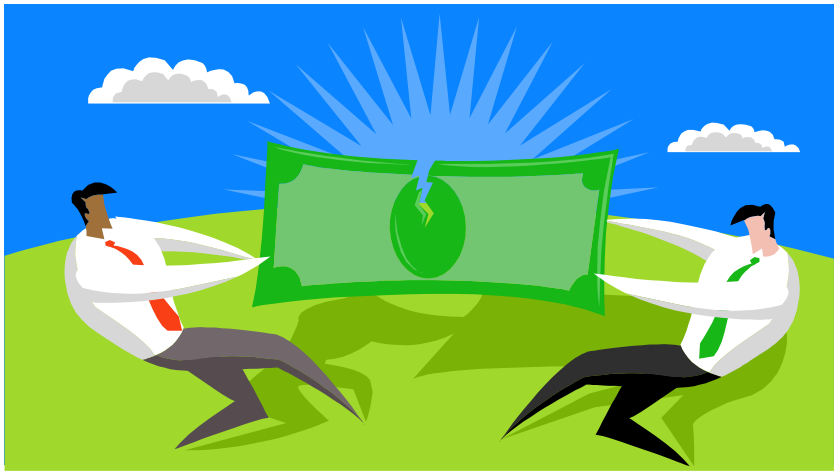
TEAMING – HOW TEAMING CHANGES AS YOU GROW

Changing approach:

- Admin contracts initial targets
- Focus on corporate infrastructure
- Out growing NAICS codes
- Portfolio diversification critical
- Teaming to gain new qualifications
- Strategic hires become important



TEAMING – LESSONS LEARNED AS A SMALL BUSINESS



Lessons learned:

- Relationships change
- Get everything in writing
- It's alright to say "No"
- Do not over commit your resources
- Communicate regularly with teaming partners
- Expect the unexpected
  - Not all companies operate the same
  - Be flexible, it may require a "give and take" attitude

PRC Points of Contact

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