Teaming/Subcontracting

Essential to Small Business Success

Presented by: Tiki Dixon

Vice President, Tetra Tech

Dating Opportunities with Large Business

- Blind date
- Caught my eye
- Formal introduction

Right time, right place

Building a Relationship with Large Business

Where are "we" going?

- Talking to the right person
- Expectations of the relationship
- Focusing on core company capabilities
- Investing in the relationship

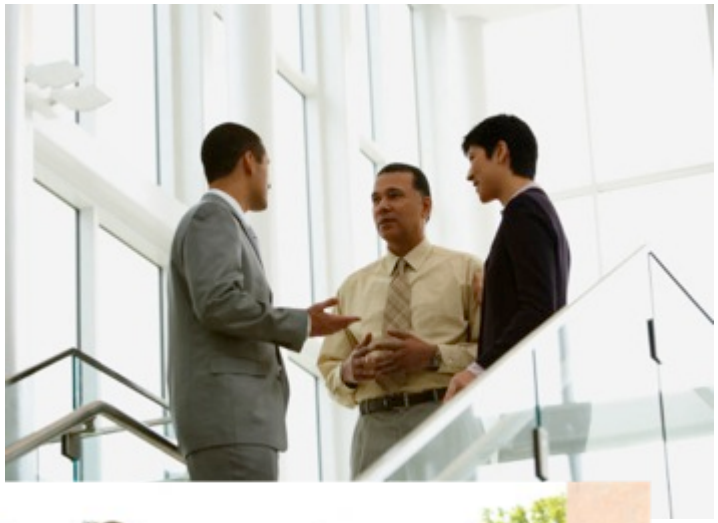
Engagement to Each Other

- Building on a "trusting" relationship
- Proven interest in each other
- Ready for next step

Send out invitations

Will you Marry Me?

- Dating was successful
- Engagement was great
- Ready for formal/ informal relationship



Next step …
"Prime Contractor"

Tetra Tech Mentor/Protégé Agreements

- Environmental Advisors & Engineers, Inc.
- TriEco, LLC
- Hassett Willis and Company, LLC
- Sealaska Environmental Services, LLC
- Native American Environmental, LLC
- Tidewater
- Electrosoft Services
- Information Systems Solutions
- Optimal Solutions & Technologies

Life Together

- Date
- Build a relationship
- Engagement
- Marriage

Questions?

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