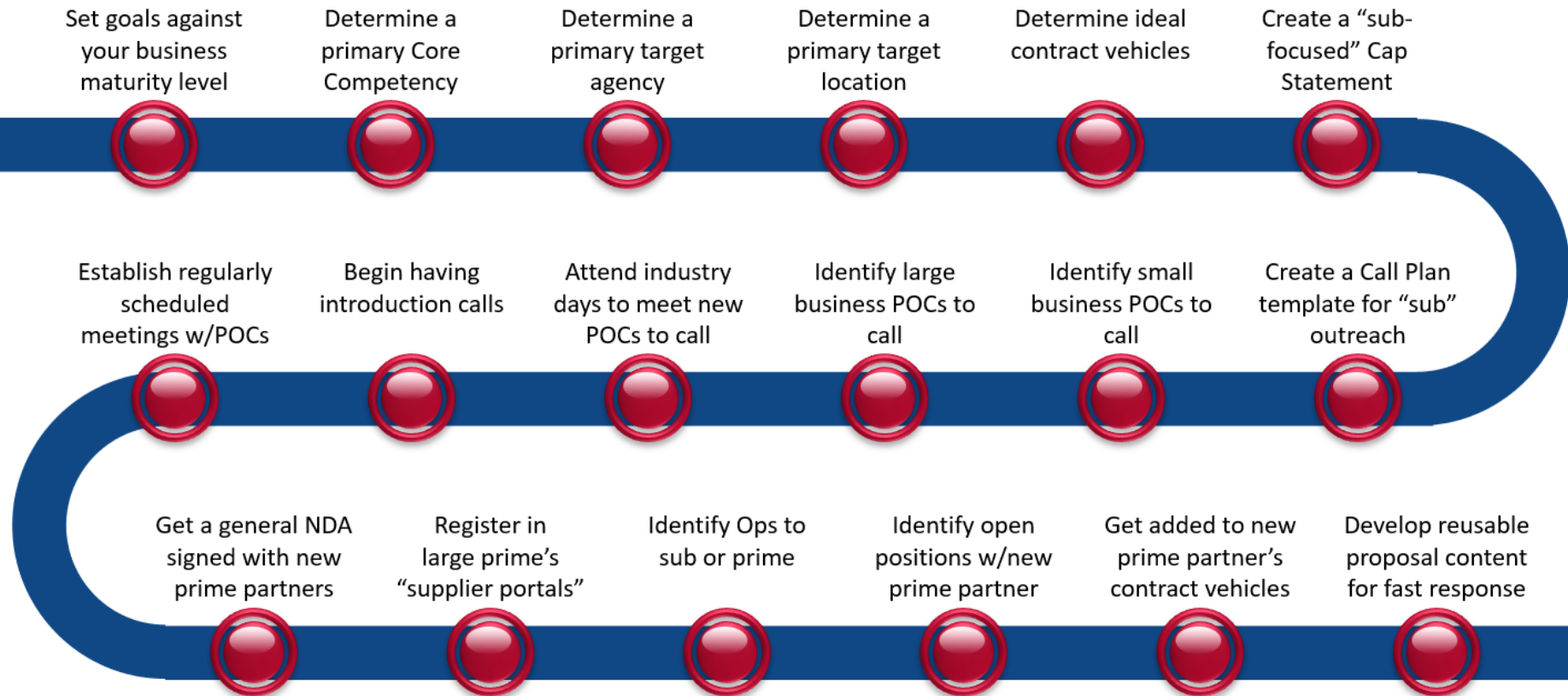


# Subcontracting Roadmap



***"Government Contracting is not a secret, it's just a process."***

Neil McDonnell

## Basic Guidance

1. **Set Goals:** Determine your efforts based on how much federal “experience” you currently have.
2. **Core Competency:** You must limit to 3 tops so others can quickly see how you align with them.
3. **Primary Agency:** If you have some experience, then choose only one agency to pursue partners.
4. **Primary Location:** Determine where you want to grow geographically, i.e. around your offices.
5. **Contract Vehicles:** Determine which CVs align to your target agency and core competency.
6. **Capability Statement:** Create a fresh one that highlights your contribution to a partner’s team.
7. **Call Plan Template:** Used for initial outreach efforts to standardize your objectives and questions.
8. **SB POCs:** Perform necessary research to find POCs for ideal small business partners.
9. **Large POCs:** Perform necessary research to find POCs for ideal large business partners.
10. **Industry Day:** Attend industry days at target agency to meet others actively targeting this agency.
11. **Intro Calls:** When ready, schedule and hold intro calls. Make sure to schedule out; don’t do on the fly.
12. **Regular Meetings:** As you get traction, work to schedule recurring meetings every 2-3 weeks.
13. **General NDA:** Once you have a firm willing to explore working together, ask for their NDA to sign.
14. **Supplier Portals:** As you target large primes for subcontracting, register in their database of vendors.
15. **Identify Ops:** As you have regular meetings with partner, bring opportunities to discuss.
16. **Open Reqs:** Research your new partners’ open positions to see where you might fit on current contracts.
17. **Contract Vehicles:** As you build your relationship with new partners, get on their contract vehicles.
18. **Reusable Content:** Have proposal pages that can be quickly delivered to prime on your core comps.