

## 5 Steps to **Teaming Success**

Primes bring enormous growth opportunities to small businesses. To ensure a return on that investment, a Prime must find a teammate who can rise to the occasion. A strong small business partner will possess the following qualifications:

### Value-add

**Strong Commitment**

**Bid & Proposal Expertise**

**Highly Skilled PMO**

**Federal Contracting Experience**

**WOSB IT Services Provider**

### Benefit

- Executive buy-in
- Prioritization
- Dedicated Resources
- Experience with proposal teams
- Experience with proposal reviews
- Ability to contribute quality content
- Program administrative know-how
- Ability to create meaningful collaterals
- Management approach aptitude
- Understands compliance requirements
- Know-how in sub-contractor conduct
- Contract and PWS execution capability
- Set-aside benefit
- Deep in-house IT skills capability
- Real-world federal domain experience

### Approach



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## **Strong Commitment**

Business acquisition, especially in the competitive Federal space, carries a large price tag. These are indirect costs to sales and reduce profitability with every missed award. Elite understands this fact and knows what it takes to grow business. Choose a partner who is vested in winning, brings valuable resources to bear and is in for the long haul. A strong partner will make the investment

## **Bid & Proposal Expertise**

Proposal efforts are a costly but crucial functions for all successful Federal contractors. When selecting team members, the right partner will have extensive experience in every phase of proposal development. The right teammate will bring real-world large bid expertise. From win themes and storyboards to volume content and reviews , these capabilities represent value.

## **Highly Skilled PMO**

Unfortunately most small businesses do not possess the program management organizational maturity and know-how necessary to ensure program success in the federal arena. An effective teammate will be able to leverage high-value contract and program expertise, bring rigorous financial and budget management practices to the front line, and deliver high-quality status presentations

## **Federal Contracting Experience**

In the highly regulated Federal contracting arena, profitability is dependent on successfully interpreting FAR clauses, satisfying KOs, applying QA and managing scope. Equally important is full adherence to the Prime/Subcontractor relationship. Team with partners that not only have a track record of success, but those who actively identify and capture new opportunities

## **WOSB IT Services Provider**

Federal expenditures are heavily governed. The value that a strong small business partner brings to the table can never be over-estimated. Elite Technical is a 3<sup>rd</sup> party certified Woman Owned Small Business. We combine proven and trusted talent with program experience in numerous Federal agencies under the DoD, DHS and HHS as well as many other civilian agencies.

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To learn more about Elite Technical's partnering capabilities or to explore teaming opportunities with Elite, contact:

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