

ATLANTA 2016

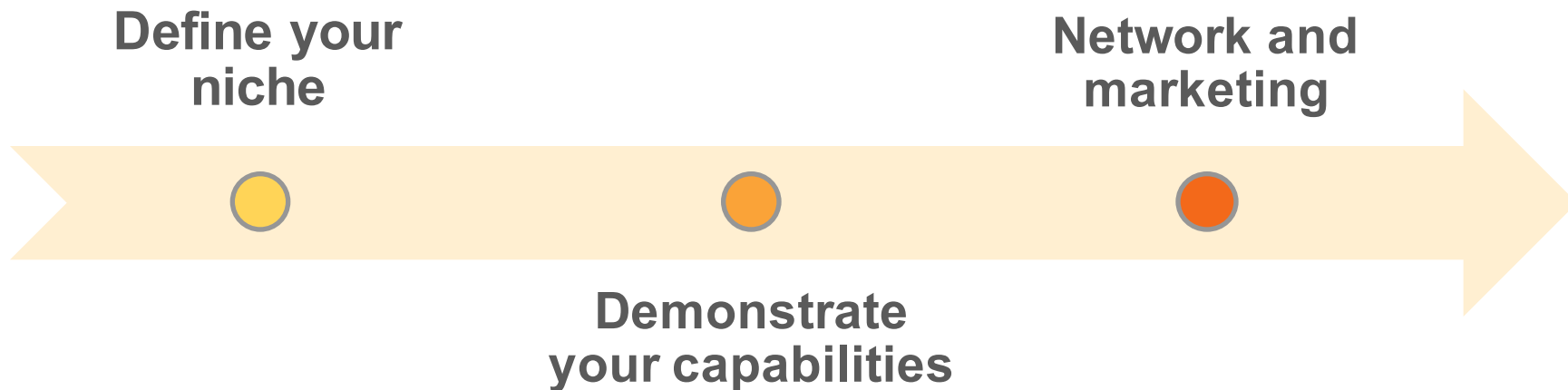


15th Annual DOE Small Business Forum & Expo
MAY 23 - 25, 2016 | ATLANTA, GA

What Is Next When You Graduate From the 8a Program

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Optimal Solutions Group, LLC

How to Succeed After Graduating?



Before Graduating ...

- **Define your company's niche**
 - Think strategically and with a long-term vision
 - Communicate principals and value proposition internally and externally
- **Demonstrate excellent performance**
 - Carefully select bid opportunities
 - Continuously monitor key performance measures starting at contract initiation
- **Network and marketing**
 - Build relationships with market leaders and strategic partners

Envision Your Path ...

- Your company can't do “everything” well
- Recognize that 8(a) certification is temporary and does not define your company
- View subcontracting as a necessary stepping stone
- Develop relationships not only with small business officers, but with end users and contracting officers
- Recruit and retain “valuable” employees
- Monitor performance internally and externally (i.e., CPARS ratings)
- Be nimble
- Envision your path to becoming a *prime contractor*

Session Evaluations



SPEAKER/SESSION EVALUATION

Please place the completed evaluation into the evaluation box in the back of your session room or bring it to the registration desk.

SESSION TITLE: _____

Please rate each of the following:

	Poor		Fair		Great
Overall Session Rating.	1	2	3	4	5
Session content matches the program description.	1	2	3	4	5
The speaker(s) appeared organized, informed, and delivered effective presentation.	1	2	3	4	5
Would you recommend that this/these speaker(s) return for future presentations?	<input type="checkbox"/> Yes <input type="checkbox"/> No				

**Turn over for additional questions*

SPEAKER/SESSION EVALUATION

Please place the completed evaluation into the evaluation box in the back of your session room or bring it to the registration desk.

What topics most interested you in this session?

What topics do you feel were missing in this session?

Additional comments: _____

Reminder

Please complete the Speaker/Session Evaluation Form located in your program guide and place the form in the basket in the back of the room.



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Questions?

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