Small Business Teaming Pilot Program
Kick-Off Meeting

The following topics will be discussed:
New Bidding Opportunities & Assistance to Small Businesses
Development of Rail Supply Chain Website
Participation in Small Business Teaming Conferences
Small Business Training and Support
. . . driving technology-based economic development on Long Island and in New York State
LIFT Initiates Long Island Rail Suppliers Alliance 8/26/10

LIFT Hosts USDOT Secretary New Yorker Hotel 11/15/10

Congressman Tim Bishop (CD1-NY)

USDOT Secretary Ray LaHood

Quebec Delegate General John Parissela
Small Business Teaming Pilot Program
Overview

The following topics will be discussed:

New Bidding Opportunities & Assistance to Small Businesses
Development of Rail Supply Chain Website
Participation in Small Business Teaming Conferences
Small Business Training and Support
Our Goal:

Help small businesses team to compete for large federal contracts, grow, & create jobs.
Goal Definitions

Help small businesses team to compete for large federal contracts, grow, & create jobs.

**Large Contract:**
$10 million over any time period or
50% of the average annual receipts for your industry based on the North American Industry Classification System (NAICS) code over any time period

**Teams:**
Partnership – *Two or more parties conducting business together*
Teaming Arrangement - *Prime Contractor / Subcontractor*
Joint Venture – *Two or more parties create a completely new entity*
Strategies

U.S. Small Business Administration
Small Business Teaming Pilot Program

LIFT Strategies:

Create a platform for the rail transportation supply chain to identify potential procurement opportunities, team members, and training opportunities.

Provide training, counseling, and mentoring to help small businesses enter into teaming relationships and compete for larger federal contracts.
Partners

U.S. Small Business Administration

Suffolk County Community College
Entrepreneurial Assistance Program

Small Business Development Centers
Farmingdale State University
and
Stony Brook University

Town of Hempstead Workforce
Investment Board

Bethpage Federal Credit Union

Search Company to
Identify/Filter Procurement Opportunities
Emerging Market

Railroads are clean, efficient, and their development is a fixture of President Obama's economic, political, and social agendas.

**Infrastructure & Logistics**
- 34 million use public transportation systems, daily
- 25% of U.S. freight is moved by rail
  - At 3-4 times the fuel efficiency of trucks
- Fastest growing rail segment is intermodal

**Security**
- There is a gap in our national rail security network
- 250 worldwide terrorist attacks on rail since 1995
- Next target may be U.S. trains
VISION & GOALS

RAILS Vision

Harness the knowledge, skill and capability of Long Island’s potential regional rail cluster to develop a larger market for our products and services.

Provide a platform and support for Long Island small business teams to bid on large procurement opportunities in railroad infrastructure, logistics, and security.

RAILS Year 1 Goals

1. Identify 60 companies to engage
2. Provide training supporting teaming to 100 people
3. Identify 18 large procurement opportunities
4. Identify at least 3 teams to submit large procurement proposals
5. Secure at least 1 large procurement award for a Long Island team
Small Business Teaming Strategy

Supply Chain Collaboration

RAILS Opportunities

LI Small Businesses

Best Practices

Small Business Team Generation

Business Growth

Market
**Deliverables**

- Small Business Teams
  - Procurement Opportunities
    - Federal Agencies
    - State Agencies
    - Primes
  - Training & Events
    - Quarterly meetings
    - Targeted training
    - Annual conference
- Contract Support & Advocacy
  - Bid & Contract Support
  - Research & Analysis
  - Liaison/Advocate Services

**Year 1 Goals**

- Invite 400 companies
- Engage 100 companies
- 50 active members
- Form 3 teams at minimum
- Identify 18 opportunities
- Submit 3 team bids
- Win 1 major contract
- Quarterly meetings
- Targeted training
- Annual conference
- Identify 18 opportunities
- Submit 3 team bids
- Win 1 major contract

**Expectations**

- Membership Requirement:
  Complete profile information in RAILS database allowing for team identification and procurement opportunity matching.
- Custom Filters:
  Filters will be applied to procurement opportunity searches based on member capabilities, products, and services.

**Training Programs:**
- Supply Chain Mgmt
- FARS & CFRs
- Small Bus. Teaming
- Proposal/Bid Prep
- Contract Mgmt
- ROI Analysis
- Strategic Partnerships / Joint Ventures
- Financial Mgmt
- Capital Improvement
- ISO Certification
- Lean Manufacturing

**Unique Services:**
Provides access to contract support services and an unequaled opportunity to have your voice heard in the rail industry.
Get on the Right Track with RAILS

Membership Benefits

- **Access to:**
  - Large procurement opportunities
  - Regional supply chain database
  - Training to support business growth through teaming
  - Annual conference and quarterly teaming meetings
  - Direct contact with rail primes/agencies regarding procurement, requirements, & preferred vendor status

- **Support with:**
  - Teaming setup, process, and legal documents for teaming
  - Bid and proposal development
  - Grant identification and proposals
  - Ability to mitigate financial risks of large contracts through teaming
  - Opportunity to create a regional “voice” to influence national, state, and local regulations and funding

Membership Requirements

1. Complete Membership Registration Form
2. Receive website UserID and Password
3. Complete Your Company Profile for the Supply Chain Database
4. Alert the RAILS team if you pursue an opportunity we identified
The Long Island Rail Alliance has been identified as a U.S. Small Business Administration Small Business Teaming Pilot Program for 2011. Focusing on Rail infrastructure and security, this program will help Long Island small businesses to work together to bid, win and perform on large procurement opportunities.

The Long Island Forum for Technology (LIFT) is partnering with the U.S. SBA, Hempstead Works, Suffolk County Community College, and the Small Business Development Centers at Farmingdale State University and Stony Brook University to provide training, guidance, and a teaming platforms for member businesses.

**Long Island Rail Alliance Kick-off Event**

Please Join Us
December 14, 2011
8:30 AM to 1:00 PM
Homeland Security Center
510 Grumman Road West
Bethpage, New York

*Click to Register*
Company Name:
Address:
Contact Name:
Contact Title:
Phone:
Email:

Key Capabilities:
Key Products:
Key Services:
Awards/Certifications:
Preferred Vendor Status for:
Need Suppliers / Customers for:

Number of Employees:
Gross Annual Sales:
Preferred Minimum Contract:
Preferred Maximum Contract:
Partnership Preferences:
NAICS Codes Served:
Preferred Rail interest areas:

Search by:
Product, service, capability, NAICS, identified Rail interest areas, employee count, min/max contract amount, partnership preferences, similar opportunity preferences (?), location, minority status, etc.

Allow searches to be named and saved
Database Search

Product Criteria:
- Rail ties
- Switches
- Signage
- Lighting
- Rail cars
- Seating
- Windows
- Doors
- Engines
- Belts
- Fasteners
- Electronics
- HVAC
- Enterprise Software
- Security Systems

Service Criteria:
- Security monitoring
- IT Threat Management
- Car maintenance
- Cleaning
- Refurbishment
- Rail line maintenance
- Clear debris
- Repair
- Station maintenance
- Janitorial

Capability Criteria:
- General subassembly
- Welding
- CNC
- CAD/CAM
- Soldering
- Railcar Cleaning
- Lay rail ties
- Autoclave
- Tunnel digging
- Programmers
- Printing
- Electric Eng’g

Other Criteria:
- Location by Zip Code
- Number of Employees
- Minimum Contract Size
- Maximum Contract Size
- Partnership Criteria
- NAICS codes
- Rail interest areas
- Minority, Veteran status
- Hub Zone
- Preferred Vendor Status
- Certifications

Save Search Criteria
Name of Search: ____________
Click to Save

Logged in as Jamie Moore
Please click here to log out
Candidate Training Programs

- Small Business Teaming 101
- Joint Venture / Partnerships
- Teaming Agreements
- Bid & Proposal Preparation
- Procurement Search / ID
- Contract Management
- FARS and CFRs
- Project Management
- Procurement Best Practices
- Quality Mgmt Systems
- Lean Practices
- Equity / Venture Capital
- Financial Risk Management
- ROI Analysis
- Capital Improvement
- Market Entry / Expansion
- Strategic Management
- Communication
- Conflict Management
- Group / Team Dynamics
- High Performing Teams
- Supply Chain Management

Feedback Requested
RAILS Wrap Up

Looking Forward – First Qtr 2012

• Website & Database – February 2012
  – Identify Funding Opportunities
• User ID and Password – February 2012
• Company Profile Complete – March 2012
• Qrtly Teaming Conferences – March 2012
Export for Manufacturers Program

Friday, March 30

Hosted by:
LIFT & the Small Business Administration

Providing an extended, complementary program to today’s seminar for Long Island manufacturing companies.
Questions?
Small Business Teaming Pilot Program Kick-Off Meeting

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