

HASBAT
Proposed SBIS Sessions for Planning Purposes

The following SBIS sessions are proposed for planning purposes. They will be modified, changed or added to if the survey shows member firms want something else.

1. Defense Contract Audit Agency (DCAA) audit changes resulting from the General Accounting Office audit of the DCAA. How small companies can prepare for DCAA audits in this new environment.
2. Human Resource issues small business firms face when performing Federal Government contracts as a prime contractor or as a subcontractor to a large defense contractor.
3. How a small business can market effectively to Federal Government Agencies. What to do and what not to do.
4. Financial capability. Building a relationship with a bank. How a small business can obtain a Line of Credit (LOC) in tough financial times. The importance of financial capability. How to build it. What do banks look for?
5. The DCAA Financial Capability Audit. How to prepare for the audit. What does the DCAA look for?
6. Understanding the Federal Acquisition Regulation (FAR). What a small business needs to know about the FAR to do business with the Federal Government.
7. Positioning a small business to be a prime contractor or a viable subcontractor to a large defense contractor.
8. What large defense contractors look for when searching for small businesses to be subcontractors on large omnibus contracts.
9. How a small business can prepare an effective proposal as a prime contractor?
10. How a small business can help a large defense contractor prepare an effective proposal that protects the small business.
11. Advantages and disadvantages of common contract types for small businesses.

12. The incurred cost proposal. How a small business can prepare an incurred cost proposal that the DCAA will love. How not to go to jail or lose your business.
13. Applying for the Small Business Administration (SBA) 8(a) Program. Common mistakes made by applicants. How to become certified the first time by using a firm specializing in 8(a) Program Certification.
14. Why small businesses should be prime contractors. It's not as hard as your think.
15. Strategies for small businesses in hard economic times. How to survive the recession.
16. Effective teaming agreements. What the small business should know.
17. Strategic Thinking versus Strategic Planning. There is a difference.
18. How a small business can establish a good relationship with the Federal Government customer. This is the key to successful marketing. Gaining access to the Federal Government customer.
19. Assets available to the small business owner to understand the Federal Government customer. What each asset can do to help. What is the cost?
20. The Earned Value Management System (EVMS). What the small business owner should know.
21. CMM and CMMI. What the small business owner should know. Pragma Systems' Process Max – How to become certified at levels 2 and 3 in a few months.
22. Program management. A quick overview for the small business owner who wants to do business with the Federal Government.
23. Recruiting good people. How the small business owner can compete with the large defense contractors for the best people.
24. How a small business owner can make effective use of his senators and congressmen?
25. What are the differences among 8(a), woman owned, disabled veteran owned and HUB Zone companies. How can a small business owner make effective use of them?

