

SMALL BUSINESS PROGRAMS

Together with our partners, we combine clear, focused thinking with bold ideas to solve the nation's toughest challenges. Working together to deliver superior public value.

A TRUE COMMITMENT TO SMALL BUSINESSES

The Peraton Small Business Program Office aggressively promotes small business involvement in our government contracts from a prime and subcontractor role.

Through this office, we engage small businesses, not only as a government contracting requirement, but also in the spirit of good citizenship and U.S. economic growth. The result is a win-win situation for all, adding the value of innovative solutions, cost savings, and flexibility for our government customers.

Peraton participates in many government-supported mentor protégé programs to help small businesses compete more successfully for contracting and subcontracting opportunities.

Peraton leverages and empowers partnerships with companies to pursue mutually beneficial business growth through collaboration, joint marketing, identification and opportunity qualification, clear and transparent communication, and fair rules of engagement.

AT THE FOUNDATION OF THE RELATIONSHIP IS A GOOD BUSINESS MATCH

We seek sustainable, strategic small business relationships where your skills, customer relationships, and capabilities match or complement ours.

The depth of these relationships creates the most potential for joint business objectives, mutual investments, co-development, and the ability to scale to help our customers harness the power of technology and transform their business. Each partner also shares our drive to continuously exceed expectations and deliver globally.

We offer government organizations a broad portfolio of business and technology solutions to help our customers achieve their policy outcomes, become more agile in delivering citizen-centric services, and deliver superior public value.

OFFERING GOVERNMENT ORGANIZATIONS BROAD CAPABILITIES

Government customers around the world have trusted Peraton to support their mission-critical programs and we continue that legacy by working together with government to implement innovative solutions, including cyber, digital, cloud, operations, and engineering.

Our heritage companies give Peraton a story that starts more than 125 years ago. Each company added something unique, helping to evolve Peraton into the innovative, scalable, and agile organization it is today. We team with other companies to enhance our proposed solutions, as well as leverage the expertise and relationships of our teaming partners.

This is where you come in as a potential Peraton supplier. Do your skills, customer relationships, and capabilities augment or complement Peraton's? If so, we are interested to learn how you can help provide the most compelling solutions in the government marketplace.

PROGRAM SCOPE

Our Peraton Small Business Office focuses on companies in these classifications:

- Small Business
- Small Disadvantaged Businesses
- Woman-Owned Small Businesses
- Historically Underutilized Business Zone (HUBZone) Small Businesses
- Veteran-Owned Small Businesses
- Service-Disabled Veteran-Owned Small Businesses
- Alaska Native, Native American, Indian Tribes, and Native Hawaiian Businesses
- Lesbian, Gay, bisexual, Transgender, and Queer Business Enterprises
- Minority Small Businesses

MENTOR-PROTÉGÉ PARTNERSHIPS

As part of our continued commitment to the development of small businesses, Peraton, through our heritage companies, has actively participated in federal and DoD mentor-protégé programs since 1991.

For more than 30 years, we have provided development assistance and technology transfer to numerous firms in an effort to improve their ability to innovate and compete equitably in the marketplace. Peraton has established relationships with several government agencies and the Small Business Administration.

Through these programs, we provide developmental assistance to small businesses to improve their ability to compete equitably in the marketplace in the following areas:

- General business planning and management and technology transfer including organizational management, financial management, human resources and personnel management, technical and professional development training, marketing and website development, business development, strategic planning, engineering, quality assurance, proposal writing, contract and subcontract management, infrastructure and process improvement training, CMMI certification, ISO certification, and accounting system development (Note: This list is not all-inclusive)
- Strategic partnerships that include subject matter experts to support the protégé's full integration of the mentoring initiatives to yield maximum proficiency

Minimum requirements considered include:

- Must have held a federal government contract for more than one year in a prime or subcontractor role
- Must have actively subcontracted with Peraton's organizations for 18-24 months
- Must have 20-30 employees
- Must be a need within Peraton's organizations to develop an agreement
- Agreement must meet the vision of the agency, e.g., support the warfighter

HOW TO WORK WITH THE SMALL BUSINESS OFFICE

Peraton looks for partners who can distinguish what makes their business different from the other IT small businesses that approach us every day.

Our program managers seek small businesses with strong customer relationships, a particular understanding of an agency's needs, and niche solutions or technologies. Peraton's goal is to work with small businesses that help us better serve our customers.

The best way to get involved with Peraton is at the front of the procurement cycle. As a first step, familiarize yourself with government procurement opportunities and identify those that relate to your product or service area, including those for primes and subcontractors.

As you prepare to market your services to Peraton, you need to identify and target government agencies that need the kind of services your company provides. It is also important to learn more about which organization Peraton works with in those targeted agencies.

Next, contact the Peraton Small Business Program Office to find out whether Peraton is bidding on the lead you found and if there is an active search for subcontractors.

INDUSTRY ORGANIZATIONS

Increasing small business participation in government procurements is a priority.

Peraton promotes small business interests through the following organizations:

- American Council for Technology, Industry Advisory Council (ACT/IAC)
- Armed Forces Communications and Electronics Association (AFCEA)
- National Defense Industrial Association (NDIA)
- National Minority Supplier Development Council (NMSDC)

BENEFITS

Working with the Peraton Small Business Program Office provides a number of benefits including great business growth potential, business development assistance (formal and informal), and the prospect of a long-term relationship.

Register your company with Peraton by submitting the [Prospective Supplier Capability Form](#).

CONTACT US

For more information, contact the Small Business Program Office team at peratonsmallbusiness@peraton.com.