

Small Business Forum

- Al Edwards
- 14 October, 2008



Our purpose is clear:

Deliver innovative business and technology solutions that help our commercial and government customers worldwide achieve what they want most – Results.

CSC's North American Public Sector (NPS) is a diversified professional services organization that provides IT, business operations and specialized engineering services for government clients throughout North America. CSC NPS supports clients' needs for operational effectiveness and operational efficiencies so that they may achieve excellence in their core missions.

CSC NPS is distinguished by:

- Our combination of back-office IT with mission support
- Comprehensive offerings from concept through sustainment
- A continuum of services to our customers during different phases of the life cycle
- Demonstrated ability to support government any time, anywhere, on any scale

- Small Business Program
 - Helping Small Businesses Grow
 - Outreach Events
 - Recommendations and Resources for Small Businesses
- Supplier Diversity Program
- Mentor-Protégé Programs
- Small Business Utilization Statistics

CSC works hard to bring small and disadvantaged businesses into our family of vendors and subcontractors

- Through an active Supplier Diversity Program, we reach out to small businesses, and to large businesses owned by women, minorities, veterans and others of diverse backgrounds, to increase supplier diversity and educate suppliers on CSC's procurement process
- Diversity managers and small business coordinators also advocate for diverse businesses within the company and work with other community, government and business organizations that provide assistance to small businesses

- CSC representatives attend many outreach events throughout the year. We also host quarterly Small Business Workshops and outreach events.
- Some of the larger events that we are participating in this year are listed in our web site, link listed below.
- <http://www.csc.com/industries/government/mds/mds8060/index.shtml>

1. Go To www.csc.com
Click "About Us"
Click "Supplier Diversity"
Follow Links to "Supplier Profile"

Populate Website
with Detailed and
Informative Content
on Your Company's
Products and
Services

The information from the company profile is available on CSC's intranet as a resource for any CSC unit. The information also provides a basis for our internal company supplier advocacy efforts.

CSC Company Profile
EXPERIENCE. RESULTS. Contact Us | Careers Site | Site Map | CSC Portal

1. Company Info | 2. Product Services | 3. Key Discriminators | 4. Client Portfolio | 5. Opportunity Fit

General - Business - Contact - Qualifications

General Company Information

* Company Name:

Company Parent Company (if different):

Company Street Address 1:

Company Street Address 2:

City: State: --Select--

Zip Code:

Country: --Select--

Remittance Address (if Different):

City: State: --Select--

Zip Code:

Country: --Select--

* Phone: Ext:

Fax #:

Company E-Mail Address:

Web Site Address:

* Required Field

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- **History and Purpose of Mentor-Protégé Programs**

The Mentor-Protégé Program was established in 1990 by the Department of Defense and implemented under the direction of former Senator Sam Nunn and former Secretary of Defense William Perry as a pilot program. The program provided incentives for major DoD prime contractors (mentors) to help small, disadvantaged businesses (protégés) compete more successfully for contract awards. In October 2000, an executive order extended the mentoring program to all federal departments and agencies.

Mentor-Protégé Program goals are:

- Extend technical and business assistance to small disadvantaged businesses (SDB), woman-owned small businesses (WOSB), historically black colleges and universities (HBCU), and minority educational institutions (MEI)
- Enhance the ability of these businesses and institutions to perform as subcontractors on federal projects
- Enable these businesses and institutions to serve as prime contractors and widen their reach into the industrial economy

- Large government contractor “big brother” for small businesses
- Mentoring to qualified SDBs, WOSBs, HUBz and SDVOBs
- Available for DoD and Civil agencies
- Develop small business capabilities and technical knowledge
- Requires minimum of two years of subcontracting experience with CSC
- Seek complementary skills

Through our Mentor-Protégé Program, CSC has enhanced the ability of protégé companies to compete for government contracts, and expanded our efforts to identify and respond to their developmental needs.

Among the ways we've helped our protégé companies are:

- Upgrading accounting systems to allow a protégé to undertake larger projects
- Offering training in skill sets that will broaden a protégé's niche in the marketplace
- Redesigning benefits packages and improving HR management



CSC Small Business Trend Analysis (DOD)

| | FY 2005 | FY 2006 | FY 2007 | 1st Half FY 2008 |
|----------------|-------------------------|-------------------------|-------------------------|-------------------------|
| SB | \$212,054,748.00 | \$286,965,201.00 | \$437,341,118.00 | \$217,642,575.52 |
| | 39% | 44% | 45% | 43% |
| LB | \$335,350,094.00 | \$362,107,551.00 | \$545,015,625.00 | \$289,608,728.23 |
| | 61% | 56% | 55% | 57% |
| Total | \$547,404,842.00 | \$649,072,752.00 | \$982,356,743.00 | \$507,251,300.81 |
| | | | | |
| SDB | \$38,329,851 | \$56,697,885 | \$99,927,627 | \$57,329,499.28 |
| | 7% | 9% | 10% | 11% |
| HBCU | \$9,066 | \$14,310 | \$1,542 | \$534,191.42 |
| | 0% | 0% | 0% | 1.00% |
| WOSB | \$39,766,499 | \$72,663,904 | \$133,440,203 | \$64,284,728.84 |
| | 7% | 11% | 14% | 13% |
| Hubzone | \$6,188,394 | \$14,110,425 | \$18,226,211 | \$12,140,368.99 |
| | 1% | 2% | 2% | 3% |
| VOSB | \$44,383,770 | \$64,079,580 | \$87,136,824 | \$44,000,413.40 |
| | 8% | 10% | 9% | 9% |
| SDVOSB | \$11,410,007 | \$18,795,532 | \$32,261,601 | \$19,846,059.16 |
| | 2% | 3% | 3% | 4% |

Summary

- CSC actively seeks suppliers who can collaborate with us to provide top value to our Customers
- CSC supports an active supplier diversity program reaching out to increase our supplier diversity

- *In 2004 CSC received its 2nd Dwight D. Eisenhower Award from the Small Business Administration. This award is presented annually to recognize the use of small business suppliers and subcontractors. CSC also won this award in 1999.*
- *In 2004 CSC received the Environmental Protection Agency's Directors Award for Small Business Utilization*
- *In 2005 CSC received the Veterans Administration Champion of Veteran Enterprise Award for exceeding its disabled veterans and business subcontracting goal*

- **CSC Federal Sector**

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Questions

Thank you

Al Edwards

