



- **Small Business / Large Business
Working Together-Stories from the
Front Lines**

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Agenda



- **Benefits to a synergistic relationship**
- **Things to leverage from both aspects**
- **Things to watch for as a small business**
- **Positive and negative examples – stories from the front line**
- **Government insight to the relationship**

Benefits to a synergistic relationship



- Meets small business goals for government and large business
- Creative expertise that sometimes is not found in large business (niche players)
- Closer relationships to end user or clients
- More flexibility to get things done faster
- Cost effective
- Local presence
- Political advantages
- Focused expertise without cash outlay

Things to leverage from both aspects



- **Unique talents of expertise with large system developers and managers of complex systems**
- **Market niche player coupled with Large well known provider**
- **Local BD and National exposure**
- **Relationships with local political interests and national lobbying capability**
- **Over-under relationships for full and open and set asides**
- **Level of control when needed for customer**

Things to watch for as a small business



- **Intellectual Property**
- **Long term commitment**
- **Other teaming aspects**
- **Getting “taken off the street”**
- **Lack of customer interface**
- **Control (all types)**
- **Can’t compete with resources**
- **Will you still be able to respond and be flexible**
- **Ensure and protect your work**

Positive and negative examples – stories from the front line



- **Negative**

- **IP**
- **Long term example**
- **Bait and switch**
- **Eliminated market for SB**
- **Always get treated as a minor player**

- **Positive**

- **True teammate**
- **Long term commitment**
- **Outsourced competency**
- **Retained IP in exchange for exclusivity**

Government insight to the relationship



- Advantage to quick response
- Appreciates the control and access
- Not as much flexibility for national resources
- Hard to appreciate the small and large business issues, concerns, and willingness to deliver
- Skeptical?



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OVERVIEW



- **Owners: Eric DeGraff and Vince Piarulli**
 - ✓ Former senior government employees at Navy HQ Commands.
 - ✓ Both have extensive experience at various Federal Agencies and Department of Defense Commands, leading the design and implementation of the leading edge information technology and information security related Command, Control, Communications, Computers, Intelligence, Surveillance, and Reconnaissance (C4ISR) systems.
 - ✓ Both owners had significant roles in both afloat and ashore programs such as ISNS, NMCI, and ONE-Net

- Established in 2004 after migrating consulting contracts from previous entities (in business since 2000) into X-Feds, a small business headquartered in San Diego

- X-Feds is dedicated to providing the most superior expertise to include technical and program management consulting services in addition to business development and capture management services for Federal Market Industry