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IN-REGION GOVERNMENT CONTRACTING (IGC) VERSION 2.0

Facilitated by April Ferguson, Polly Watson
and Heather Eldred

AGENDA

- Introductions / Elevator Speech
- Goals of IGC Program
- Transcend services for IGC
- Updated Participation Agreement
- FY2018 Government Spending

INTRODUCTIONS / ELEVATOR SPEECH

Elevator Speech

- 1 person from each company
- 5 Min or less
- Introduce yourself and your company
- What your companies does and what you can do for others
 - Where are you located, shareholders and overall mission (what's important to your company)
 - What market you are going after (NAICS/Line of business)
 - Where are you in the process
 - What are your goals?
 - How you could work with other villages in the IGC program

GOALS OF IN-REGION GOVERNMENT CONTRACTING INITIATIVE

- Utilize *BBNC's subsidiary capacity* which is their experience, relationships, networks, geographical positioning, bonding capacity, business sense by asking our subsidiaries to serve as mentors.
- Mentor our villages in a way that is *mutually profitable* to BBNC and to the Tribes and Village Corporations – all participants learn and earn.
- Develop and provide training programs for IGC Participant's *boards and management*. Build a knowledge baseline and encourage business best practices.

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- 8(a) Program Support
- BBNC Subsidiary Liaison
- Business Formation & Strategic Planning
- Corporate Structure
- Financial Planning & Budgeting
- Market Research
- Marketing & Communications
- Policies, Procedures, & Change Management
- Proposals & Government Contracting Negotiation
- Setup & Initial Operations
- Training & Mentoring
- Branding – logo, website, business cards – reduced rate, split with BBNC

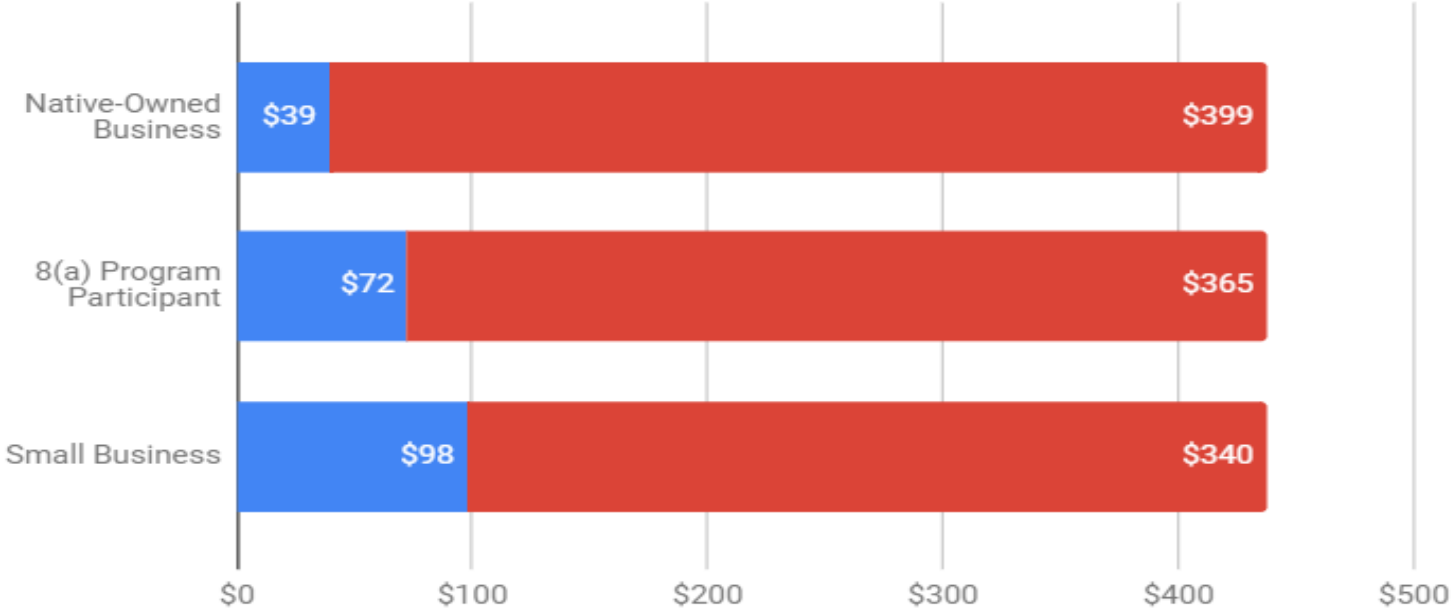
PARTICIPATION AGREEMENT

- IGC team will assess village corps business & government contracting readiness
 - Must have training, defined authorities and basic business foundation and skills
 - Help fill gaps
 - Help build team and get contracts
- Match-making with a BBNC subsidiary CEO/GM
 - Only one at a time
 - Must be facilitated through IGC
 - As resources are available
- No guarantee of a contract
- IGC program participation lasts for one year or when VC has met “metric of success”, whichever is shorter
 - BBNC will pay for costs as defined, except as otherwise stated
 - Resources are shared w/ other program participants
 - “metric of success” will be defined together
- Confidentiality, sharing of info, IGC assets, non-disparagement

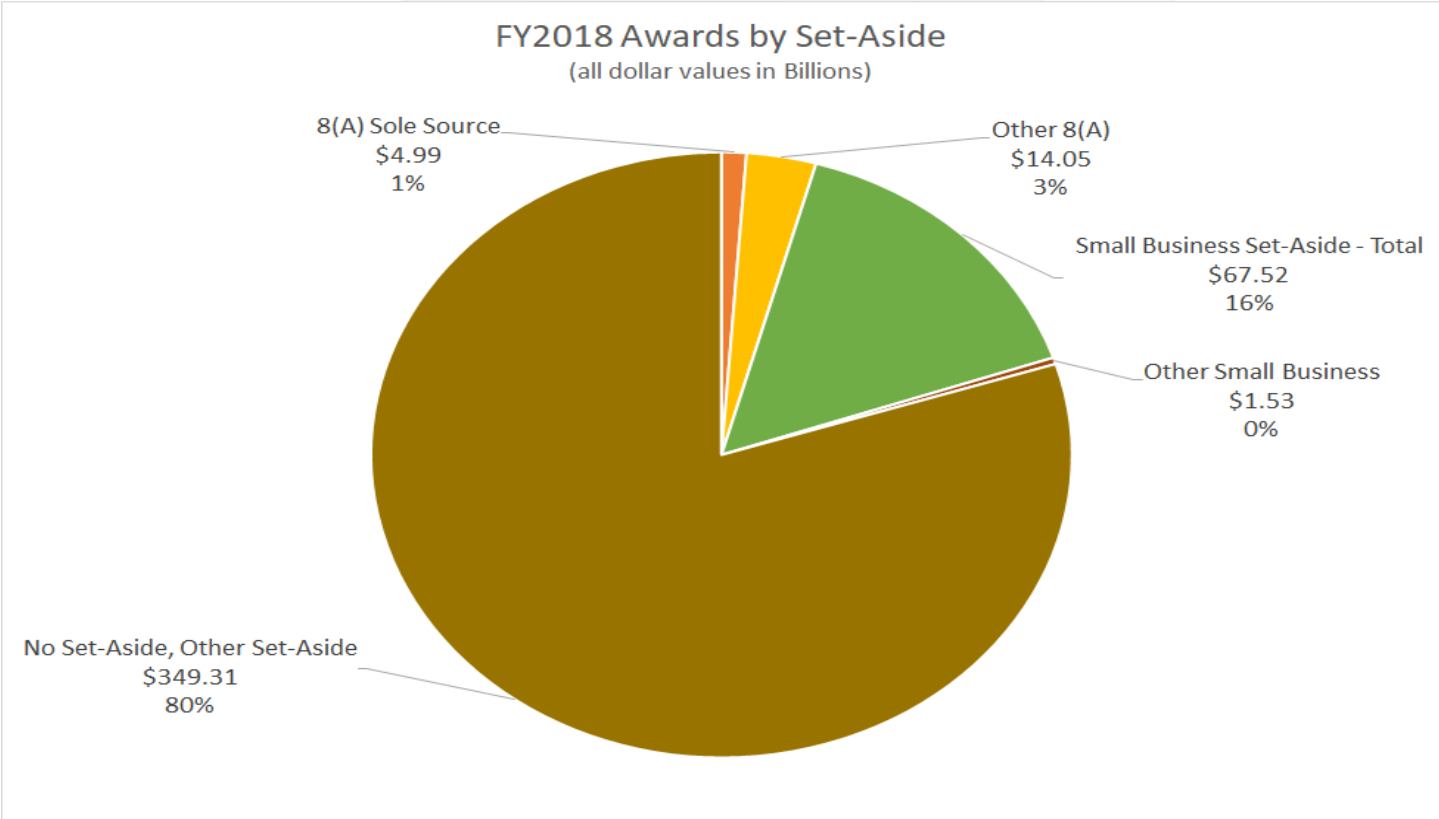
FY18 GOVERNMENT SPENDING

FY2018 Awards by Type of Recipient

Total: \$437 B (all dollar values in Billions)



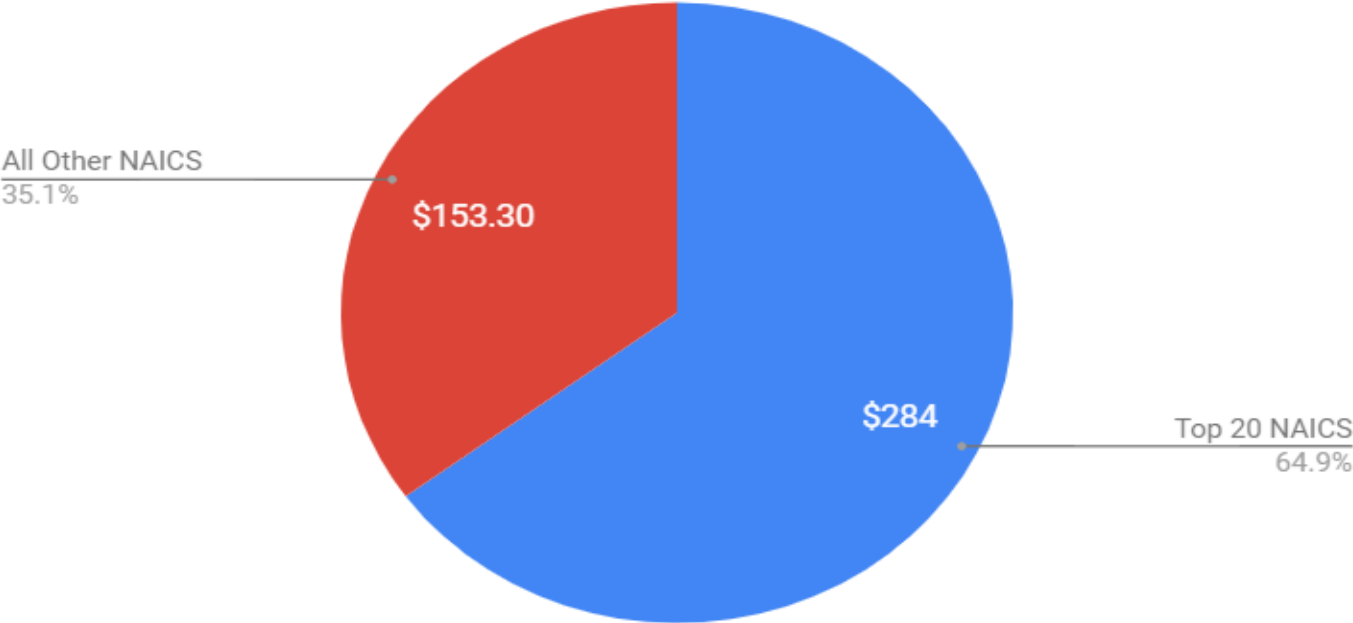
FY18 GOVERNMENT SPENDING



FY18 GOVERNMENT SPENDING

FY2018 Awards by NAICS

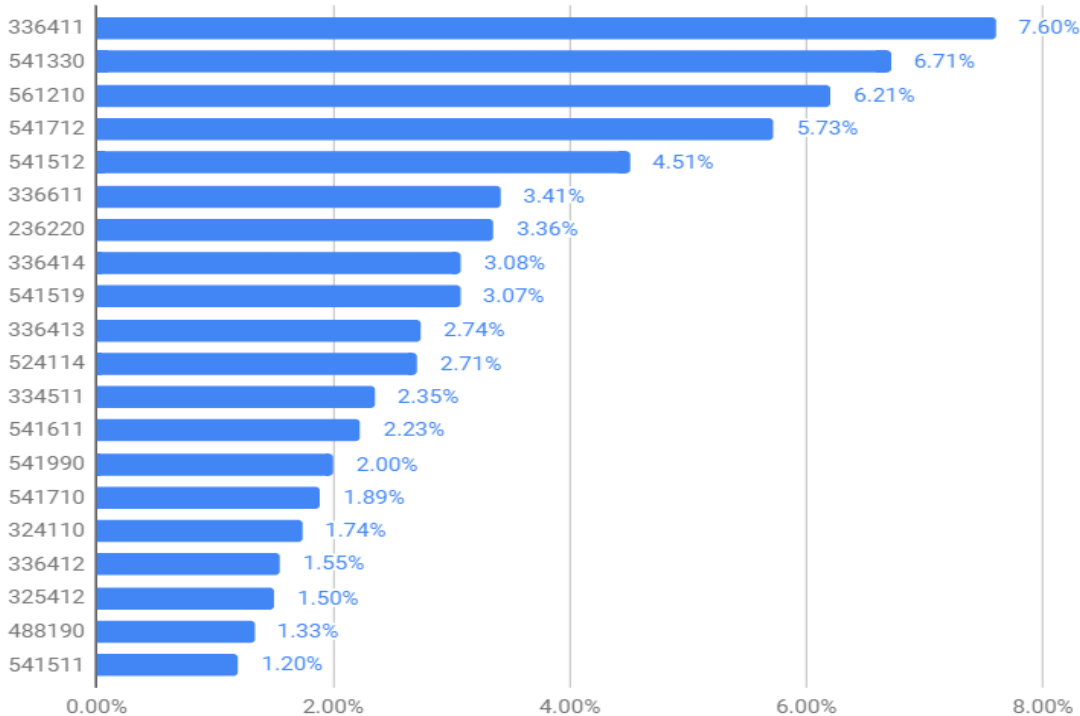
Total: \$437.4 (all dollar values in Billions)



FY18 GOVERNMENT SPENDING

Top 20 NAICS for FY2018

Percent of total value awarded in FY2018



- 336411-Aircraft manufacturing
- 541330- Engineering
- 561210 - Facilities Support
- 541712 - Physical, Engineering, and Life Sciences
- 541512 - Computer Systems Design Services
- 336611 – Ship Building & Repairing
- 236220 – Construction of commercial and institutional buildings and related structures
- 336414-Guided Missile and Space Vehicle Manufacturing
- 541519 -Other Computer Related Services

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