

TEAMING AS A SMALL BUSINESS

**Brent L. Clark, Vice President
Performance Results Corporation**

PRC



WHO IS PERFORMANCE RESULTS CORPORATION?

- Incorporated in April 2000
- SBA Certified Small, Woman-Owned Corporation
- Kathy Clinton Owner and President
- Located at 6 Canyon Road, Morgantown, WV
- Employs over 230 personnel located across 16 cities and 13 states
- 2010 revenue was \$25M, projected to exceed \$30M in 2011
- Primary clients are the DOE, DOJ, CDC, and Army

The logo for Performance Results Corporation (PRC) features the letters 'PRC' in a large, blue, serif font. The letters are stylized with a double-line underline that extends from the bottom of the 'P' and 'R' under the 'C'.

PRC CORE COMPETENCIES



Technical & Engineering
Support Services



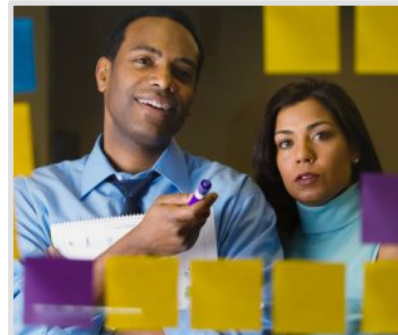
Facilities &
Administrative
Support Services



Program & Project
Management Support



Information Technology
Support Services



Strategic Planning &
Management Support



TEAMING – SUCCESS STORY

Valued Partner – Tetra Tech:

- Quality reputation
- Committed management
- Excellent performer
- Understands importance of “relationship building”
- Recognized industry experts
- Truly cares about small businesses and their goals
- Understands importance of mentoring small businesses



TEAMING – KNOW THE SCOPE BEING PURSUED

Knowing the work:

- Contract historic teaming arrangements
- Do you have the qualifications?
- If using a team, does your team cover all of the SOW?
- Does this create a conflict of interest?
- Can you supply the Key Personnel?
- Do you know the competition?



TEAMING – KNOW THE TEAMMATES WITH WHOM YOU ARE PARTNERING

Knowing your teammates:

- Research every company
- What is their reputation for:
 - Quality
 - Safety
 - Teaming
 - Cost/Schedule
 - Working with small businesses
 - Hiring teaming partners employees
 - Adhering to teaming agreements
 - Quid pro quo



TEAMING – THE TEAMING AGREEMENT

The teaming agreement:

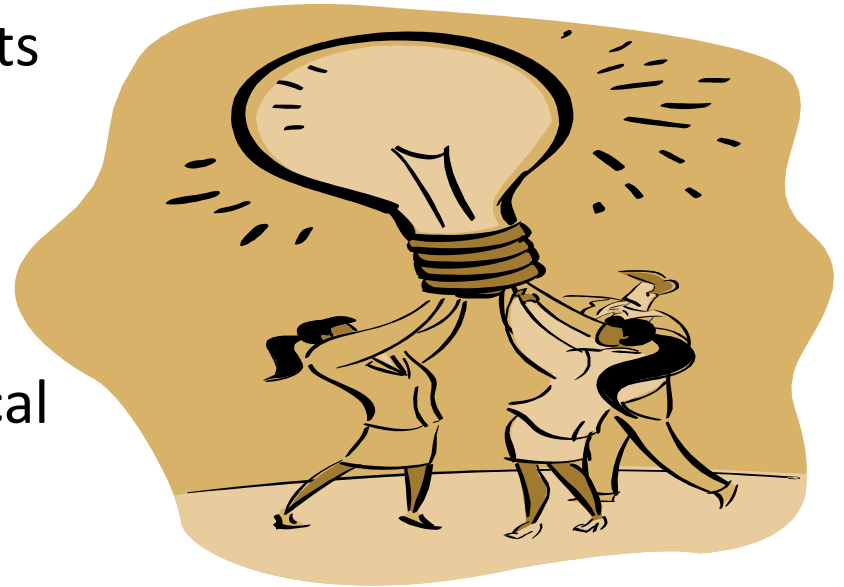
- Mutually agree upon by all parties
- Should clearly identify:
 - Percentage of work scope
 - Key personnel
 - Proposal support commitments
 - Grounds for termination of agreement
 - Discuss hiring of teaming partners personnel
 - Changes in contract scope
 - POCs for each company



TEAMING – HOW TEAMING CHANGES AS YOU GROW

Changing approach:

- Admin contracts initial targets
- Focus on corporate infrastructure
- Out growing NAICS codes
- Portfolio diversification critical
- Teaming to gain new qualifications
- Strategic hires become important



TEAMING – LESSONS LEARNED AS A SMALL BUSINESS

Lessons learned:

- Relationships change
- Get everything in writing
- It's alright to say "No"
- Do not over commit your resources
- Communicate regularly with teaming partners
- Expect the unexpected
 - Not all companies operate the same
 - Be flexible, it may require a "give and take" attitude



PRC Points of Contact

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