

Teaming/Subcontracting

Essential to Small Business Success



Presented by: Tiki Dixon
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Dating Opportunities with Large Business

- Blind date
- Caught my eye
- Formal introduction

Right time, right place



Building a Relationship with Large Business



Where are “we” going?

- Talking to the right person
- Expectations of the relationship
- Focusing on core company capabilities
- Investing in the relationship



Engagement to Each Other

- Building on a “trusting” relationship
- Proven interest in each other
- Ready for next step

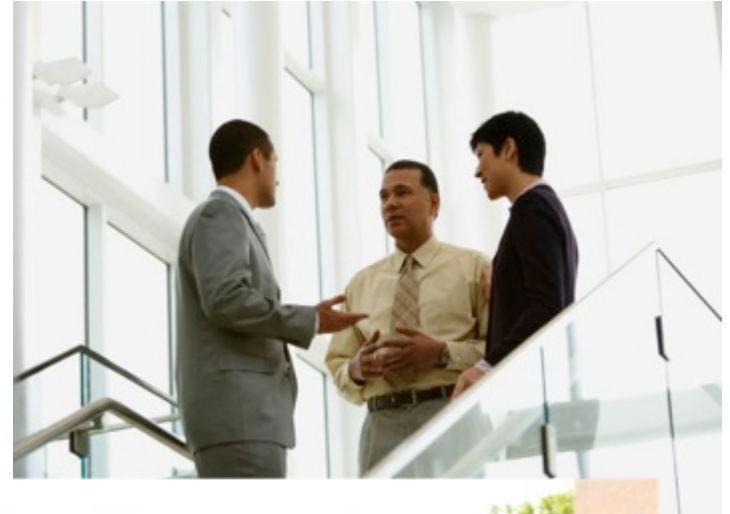


Send out invitations



Will you Marry Me?

- Dating was successful
- Engagement was great
- Ready for formal/
informal relationship



*Next step ...
“Prime Contractor”*



Tetra Tech Mentor/Protégé Agreements

- Environmental Advisors & Engineers, Inc.
- TriEco, LLC
- Hassett Willis and Company, LLC
- Sealaska Environmental Services, LLC
- Native American Environmental, LLC
- Tidewater
- Electrosoft Services
- Information Systems Solutions
- Optimal Solutions & Technologies



Life Together

- Date
- Build a relationship
- Engagement
- Marriage



Questions?



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