BAE SYSTEMS, INC.
SOCIO-ECONOMIC BUSINESS PROGRAMS

BAE Systems is always on the lookout for new small, small disadvantaged, woman-owned, HUBZone, veteran-owned, Alaskan native and Native American owned businesses with which to team.

Complete a Supplier Profile!
BAE Systems encourages small businesses that have worked with BAE Systems in the past, are currently supporting BAE Systems, or have an interest in pursuing business with BAE Systems, to complete a company profile.

When completing the supplier profile on our Supplier Diversity website, please first prepare all responses in a word processing document, then copy and paste answers into the profile form. This avoids the risk of losing data, and allows more efficient capabilities updates.

BAE Systems Small Business Website:
www.baesystems.com/supplierdiversity

BAE SYSTEMS SEeks SMALL BUSINESSES THAT POSSESS THE FOLLOWING:

- Core competencies that provide complementary skills. Niche offerings are often sought over those that are in large supply
- Excellent past performance at the prime or subcontract level in the federal sector. Commercial or second-tier subcontracting is also given consideration
- Security clearances, including secret, top secret, and facility clearances
- Certifications are frequently required, including PMP, SEI, CMMI, and ISO
- An understanding of the federal acquisition process, and the ability to analyze a request for proposal and provide well-written responses that contribute to the win strategy of a team
- Sound financial structure, demonstrating the stability of the small, small disadvantaged, woman-owned, veteran-owned and hub-zone small businesses
- HUBZone businesses, certified through the U.S. Small Business Administration
Supplier diversity prequalifiers for vendors
Interested in pursuing a relationship with BAE Systems?

Be prepared & informed:
– Conduct market research and be prepared to engage in meaningful discussions with a BAE Systems Supplier Diversity Advocate.
– Visit the BAE Systems website to see whether or not your offerings align with BAE Systems’ capabilities.
– Read the RFP relating to the project on which you wish to subcontract.

Know your capabilities:
– Does your company provide a niche product or service that BAE Systems customers require and are willing to procure?
– Can your company provide skill sets at the level required in the RFP?
– Is your company willing to commit resources to the development of a proposal that could require months to prepare?
– Do you have a viable long-term strategic plan and necessary financial strength to support a long-term partnership?

Certifications/security requirements:
– Is your company certified in ISO, CMMI Levels or SEI?
– What percentage of your staff has U.S. Government security clearances?
– What percentage of your staff has PMP certifications?
– Does your company have a facility clearance (FCL) as defined in the US Government’s current NISPOM (DoD 5220.22-M)?
– Have any of your company sites with an FCL received an unsatisfactory or marginal rating from the Defense Security Service within the past 36 months? If so, be prepared to describe the adverse site findings and your company’s corrective actions.
– Are you considered a Foreign Ownership, Control and Influence (FOCI) company as defined in the U.S. government’s current NISPOM? If so, please be prepared to discuss ownership structure in more detail.

Be competitive:
– What is your company’s competitive advantage?
– Are your rates and prices competitive?
– Do you have an existing relationship with the customer that can help the systems integrator understand the customer’s culture and needs — and assist BAE Systems in winning the contract?
– Does your company possess solid past performance with BAE Systems, the customer, or another government agency or prime contractor?
– Can your past performance contribute to the past performance requirements of the opportunities BAE Systems is pursuing?

FOR MORE INFORMATION, CONTACT:

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