

# **Business Systems Modernization Program – Small Business Support**

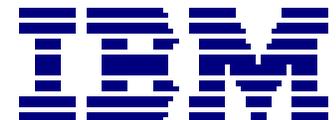
# Roles

## IBM's Role as a PRIME Alliance Member

- IBM provides high performance personnel in key technical roles, supporting IPT tasks across PRIME:
  - Infrastructure
  - Systems Engineering Office
  - Customer Account Data Engine
  - Test

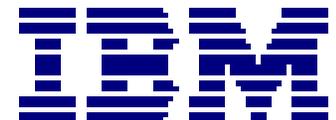
## Small Business Roles as a part of the IBM Team

- Supplement IBM staff on IPTs where CSC has responsibility for the project
- Actively support IPT staffing requests to win competitively awarded positions



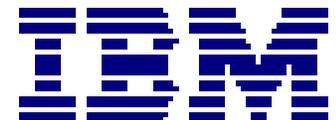
# What IBM Looks for in Subcontractors

- Ability to find qualified candidates in a short period of time that fit within a pre-negotiated set of competitive labor rates
- Previous success in similar roles
- Responsiveness
- Familiarity with IRS business systems
- Ability to facilitate quick expansion & contraction of staff to provide the appropriate skills as needed
- Attention to detail
- High employee retention rate



# Key IRS PRIME Skill Requirements

- Transition Management Specialists
- Configuration Management Specialists
- Test Engineers
- Business Analysts
- Systems Engineers
- Software Developers (C++)
- Senior CSIT personnel
- Business Architects
- Tivoli Developers
- WebSphere Developers



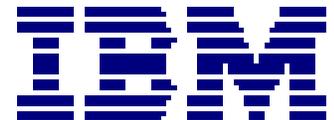
# Outreach efforts

## Contacts with minority and small business trade associations, such as:

- Federal Small Business Technology Council, Inc. (FSBTC)/Annapolis Junction, MD
- Small Minority and Women Owned Business, Shared Interest Group (SMWSIG)/McLean, VA

## Contacts with business development organizations, such as:

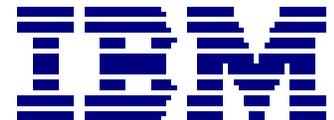
- Small Business Administration
- SBA & DCMA Regional Small Business Liaison Officer
- Women's Business Enterprise National Council
- U.S Department of Commerce's Minority Business Development Agency
- National Minority Supplier Development Council (NMSDC)
- Plus many others



# Outreach Efforts

## Attendance at small and minority business conferences and trade fairs, such as:

- Department of the Treasury's Prime Contractor Outreach Session, Oxon Hill, MD
- U. S. Department of Agriculture's Office of Small Disadvantaged Business Utilization "Federal Subcontracting Forum, Workshop, and Opportunities Fair", Washington, DC
- SBA's "Procurement Conference Business Opportunity Expo & Awards Presentation", Washington, DC
- FSBTC's OSDBU Procurement Conference, Upper Marlboro, MD
- Rocky Mountain Small and Disadvantaged Business Opportunity Council (SADBOC)
- Department of State's OSDBU workshop & networking event, Rosslyn, VA
- IBM Corporate Supplier Diversity Coordinators Council Meetings, Somers, NY and Regional Town meetings
- Quarterly SBA Empowerment Breakfasts, Denver, CO
- National Minority Enterprise Development Week (MEDWEEK) Conference, sponsored by US Dept. of Commerce MBDA and Small Business Administration
- National Minority Supplier Development Council (NMSDC) Conference & Business Opportunity Fair
- Department of Commerce small business workshop, Washington, DC
- Department of Commerce Veteran Owned Business Expo
- Annual Small, Minority and Women-Owned Business Procurement Conference



# IBM Points of Contact

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- Peter Clarke – Deputy Small Business Liaison Officer – (914) 766-2217 [pclarke@us.ibm.com](mailto:pclarke@us.ibm.com)
- IBM Supplier Relations Hotline, (845) 894-9239
- Global Procurement Website: [www-03.ibm.com/procurement](http://www-03.ibm.com/procurement) Select – “How to become a supplier” located in the left hand column

