

Booz Allen®



BOOZ ALLEN SMALL BUSINESS OVERVIEW NAVY SMALL BUSINESS



AGENDA

- ABOUT BOOZ ALLEN
- NAVY & BOOZ ALLEN
- ABOUT THE BOOZ ALLEN SMALL BUSINESS PROGRAM
- THINGS TO CONSIDER
- HOW TO REGISTER TO DO BUSINESS WITH BOOZ ALLEN

ABOUT BOOZ ALLEN

Booz Allen accelerates client missions with transformational technologies, passionate talent and a commitment to fulfill our purpose: Empower People to Change the World®.

FIRST TO THE FUTURE FOR 110 YEARS

Trusted to transform missions with the power of tomorrow's technologies, Booz Allen Hamilton advances the nation's most critical civil, defense, and national security priorities. We lead, invest, and invent where it's needed most—at the forefront of complex missions, using innovation to define the future. We combine our in-depth expertise in AI and cybersecurity with leading-edge technology and engineering practices to deliver impactful solutions. Combining 110 years of strategic consulting expertise with the perspectives of diverse talent, we ensure results by integrating technology with an enduring focus on our clients. We're first to the future—moving missions forward to realize our purpose: **Empower People to Change the World®**.

OUR CAPABILITIES

Built on more than a century of management consulting heritage and thousands of technical experts, our capabilities blend the best technology with an unrivaled grasp of people and processes.



CONSULTING



DIGITAL SOLUTIONS



CYBER



ENGINEERING



ANALYTICS/AI

CLIENTS AND INDUSTRIES

Our clients trust us to solve their toughest problems with speed and scale. And our single profit-and-loss structure gives us the agility to deliver what our clients need, when and where they need it.

Defense

- U.S. Air Force
- U.S. Army
- U.S. Marine Corps
- U.S. Navy
- U.S. Space Force
- Joint Staff and Combatant Commands
- Office of the Secretary of Defense
- Military health

Intelligence

- U.S. intelligence agencies
- Military intelligence agencies

Civil

- Health agencies
- Security, law enforcement, and justice agencies
- Finance and economic development agencies
- Energy, environment, transportation, and space agencies

Global/Commercial

- Financial services
- Healthcare and life sciences
- Energy
- Technology

Executive Leadership



Horacio D. Rozanski

Chairman,
CEO, and
President



Kristine Martin Anderson

Chief
Operating
Officer



Matt Calderone

Chief
Financial
Officer

Key Facts

- Founded 1914
- Headquartered in McLean, VA
- Approx. \$10.7B (as of 03/31/24)
- Approx. 34,200 Employees

U.S. NAVY PROVIDES A STRONG ANCHOR



1940 – Frank Knox, SECNAV contacts Booz Allen to assist in doubling the size of the Navy



2012 - Booz Allen assists with doubling Virginia-class production from one to two boats per year



Assisted with the development and stand up of the Fleet Cyber Command Office of Compliance and Assessment for Navy's commands meet cybersecurity standards

ABOUT BOOZ ALLEN'S SMALL BUSINESS PROGRAM

Booz Allen's Small Business Office is composed of the following teammates, totaling 50 combined years of experience.

Kristina Barbee – Small Business Liaison Officer and Small Business Office Manager

Ashley Burton – Alternate Small Business Liaison Officer and Compliance Lead

Yuri Cruz – Mentor Protégé Program and Supplier Engagement Lead

Tarris Smith – Supplier Engagement Analyst

Emily Harned – Small Business Analyst

Parhat Ablimit – Small Business Analyst

Daniel Ryan— Compliance Specialist

Shawna Powers—Compliance Specialist

Through Advocacy, Outreach, Training and a focus on Compliance, Booz Allen has had consistent success and outstanding SB performance year over year. Highlights of performance include:

53% of GFY 24 Spend with Small Businesses

Category	GFY24 Percentage	Public Law
Small Business	53%	30%
SDB	10%	5%
WOSB	14%	5%
HUBZone	4%	3%
VOSB	16%	Best Effort
SDVOSB	13%	3%

SMALL BUSINESS OFFICE STAKEHOLDERS AND PARTNERSHIPS

The Small Business Office partners effectively with the following key stakeholders to ensure compliance SB requirements and to grow our interests in partnering with world class small business suppliers.

- Procurement Professionals (SCAs and Buyers)
- Program Managers
- Capture Managers
- Contract Administrators
- Small Businesses (Current and Prospective)
- Advocacy Groups (NVSBC, USWCC)
- Government Small Business Programs
- Industry Peers (TRIAD)

SMALL BUSINESS OFFICE

Advocacy

- Create strong bench of ready now partners
- Greater support of Protégé development in MPP
- Connect Small Businesses within Global Supply Chain

Compliance & Reporting

- Continued management of Federal Reporting and goal achievement
- Proposal Support
- Small Business Subcontracting Plan Development



Small Business Outreach

- Partnering with industry partners to increase influence
- Increase visibility in the marketplace through collaboration
- Identify and evaluate the best supplier partners

Training

- Small Business Subcontracting
- Preferred Vendor Training
- Mentor-Protégé Training

SMALL BUSINESS AWARDS

Our clients and corporate partners have recognized our efforts to maximize opportunities for small businesses

Supplier.io has recognized Booz Allen Hamilton with the 2024 Supply Chain Diversity Excellence Award, celebrating companies making an economic impact through supplier diversity.

WEConnect International has recognized Booz Allen Hamilton as the 2023 Bronze Top Global Supplier Diversity & Inclusion Champion! The Bronze level recognition represents large corporations and organizations for achieving the highest percentages of global diverse spend among all survey participants

The *National Veteran Small Business Coalition (NVSBC)* recognized Booz Allen Hamilton's subcontracting performance with Veteran-Owned Small Businesses (VOSBs) and Service-Disabled Veteran-Owned Small Businesses (SDVOSBs) by awarding the firm on **twelve** consecutive years, with the Champions of Veterans Enterprise Award. In GFY 2024, 16% of our subcontracting went to VOSBs and 13% to SDVOSBs

U.S. Department of Defense Office of Small Business Programs - has recognized Booz Allen Hamilton with the prestigious 2020 Nunn-Perry Award. This is in recognition of accomplishments in the department's Mentor-Protégé Program, with the National Geospatial-Intelligence Agency protégé, Masego, Inc. This is Booz Allen's sixth Nunn-Perry Award (2005, 2008, 2010, 2015, 2018 and 2020)

The *Small Business Administration (SBA)* has awarded Booz Allen Hamilton with the esteemed Dwight D. Eisenhower Award for Excellence for Services in 2019. This award is for excellence within our Small Business program and our utilization of small businesses as suppliers and subcontractors within our government business

BEST IN CLASS

Booz Allen strives to identify companies with “best-in-class” skills and management capabilities

- Booz Allen’s teammates typically possess the following characteristics:
 - A well-defined business strategy and complementary corporate capabilities
 - An understanding of the government market with expertise or recognition within a specific client organization
 - The potential for a long-term, reciprocal relationship
 - Compatible business ethics and philosophy
 - Financial stability and viability

CONSIDERATIONS

A few things to consider when marketing your firm for consideration as a teaming partner

- Tailor the presentation to the audience—one size does not fit all
- Low hanging fruit mentality does not resonate
- Arm your employees with company knowledge
- Know your target client
- Leverage and reveal relationships
- Lead with technical capability, not socio-economic category
- Don't take your credentials for granted
- Be aware of budget trends—follow the money trail
- Identify and seek out stakeholders—decision makers

SEND US YOUR CAPABILITIES...

Send capability/profile slick sheets and questions to:

BusinessRegistration@bah.com

QUESTIONS?

Thank you for your time.

