

Deloitte.



Office of Small Business Programs
OSBP – May 2018



Deloitte's Office of Small Business Programs (OSBP)



We understand the economic importance of teaming with small businesses. Contributing to the success of small and disadvantaged businesses not only strengthens our local communities but also helps to shape and define our global economy.

Collaborating with small businesses makes good business sense for everyone by increasing competitiveness, contractual performance, and the bottom line. Our collaboration with small businesses allows them access to Deloitte's vast cross-functional and cross-industry resources.

The OSBP is designed to build long-term relationships with validated small businesses that offer value-added services or products, have high standards of quality, are cost-competitive, provide delivery on time, and place a premium on client service.



Office of Small Business Programs (OSBP)

Deloitte's OSBP has a revamped approach to effectively building and leveraging small business relationships with the intended outcomes of opening new market space, creating new business opportunities, fostering positive client engagement, and fulfilling regulatory requirements. The program's objectives are summarized in the four pillars of:

Compliance, Small Business Utilization, Strategic Growth & Outreach

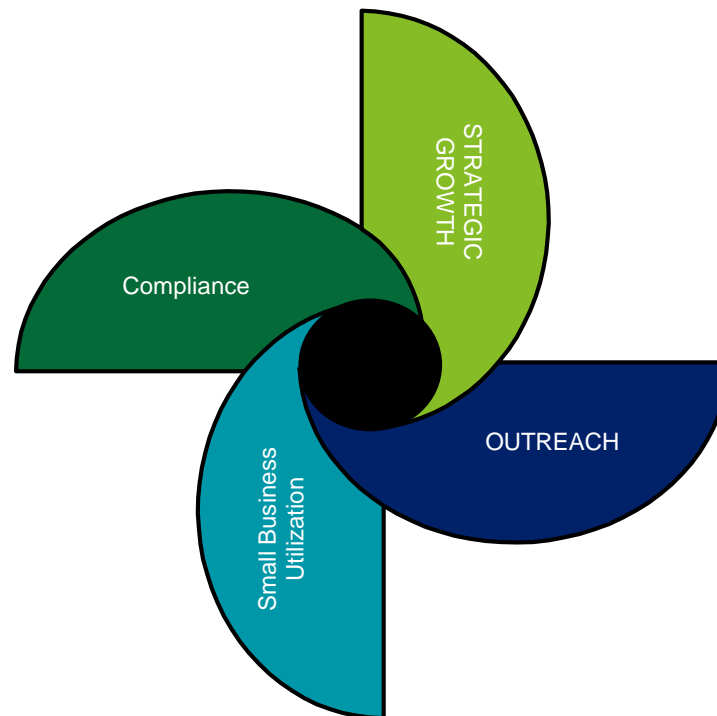
Program Strategic Pillars

▪ **Compliance & Reporting- Based on a set of defined metrics evaluate performance**

- Conformance to contract requirements
- Timeliness against completion of contract, task orders, milestones, delivery schedules
- SB Subcontracting Performance Reports via new DASHBOARD

Small Business Utilization– Base business needs, identify and develop strategic small Business relationships

- Cadre of +600 SB Partners across Deloitte portfolio
- Receptive and responsive to new diverse innovative small businesses



Strategic Growth- Leveraging insight to drive business decisions that benefit business strategy and client engagement

- Commit to building long-term relationships through strategic initiatives and alliances with Small Business & HBCU/MIs
- Increase Mentor-Protégé/JV Footprint
- Look beyond a particular opportunity

Marketing & Outreach – Link small business activities with internal business strategy and external landscape

- Strategic agency-sponsored Conferences, Procurement Seminars and Internal Industry Day events
- Communicate Deloitte OSBP Successes

Office of Small Business Program (OSBP) Structure



Teanna Jones
SBLO
Compliance
Geo-Expansion Lead
Strategic Programs

Sabina Palermo
Small Business Partnership
Manager

Joan Thomas
Small Business Compliance
Manager

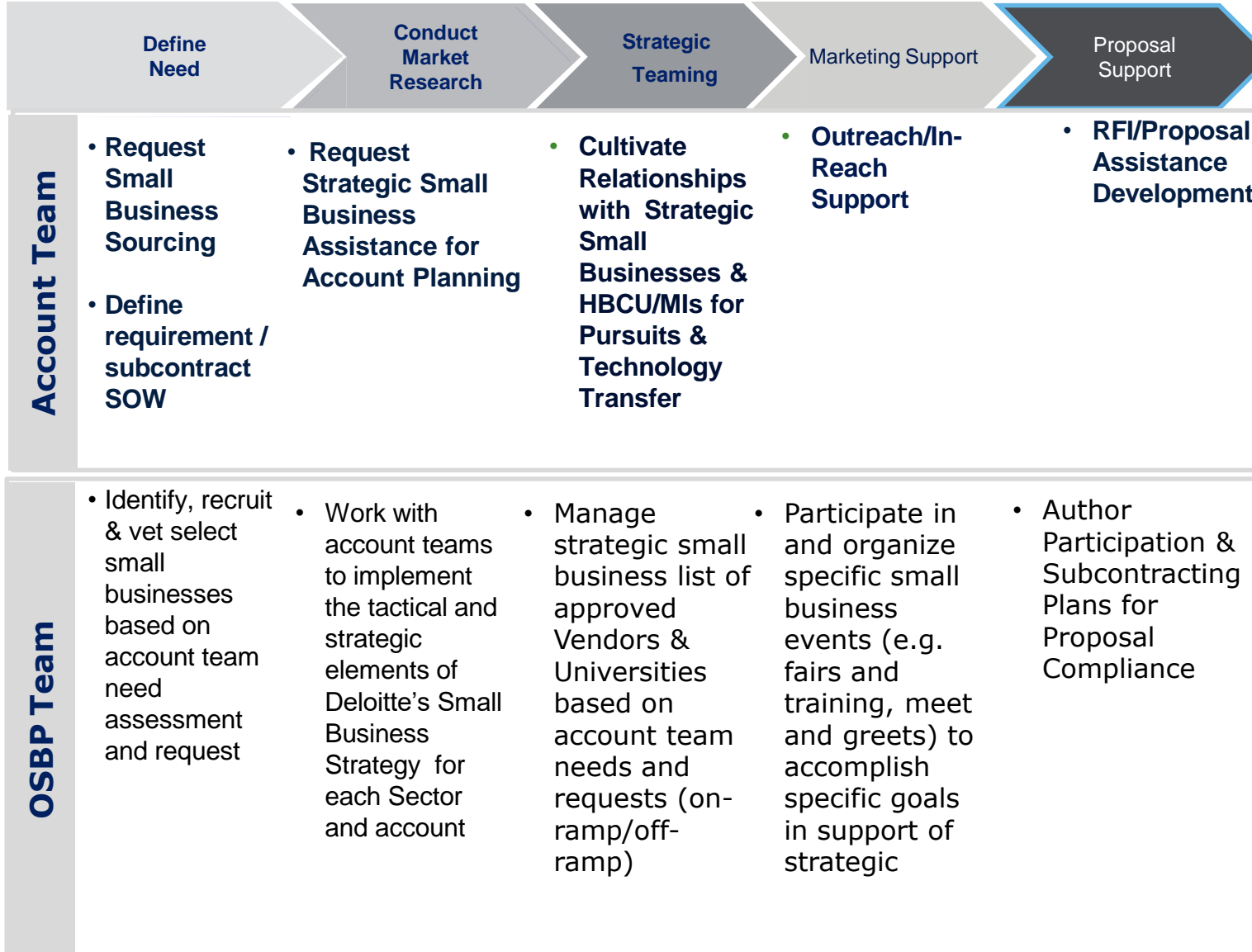
Victoria Vo
Federal Civilian
Program Manager

Teanna Jones (Acting)
Federal Health
Program Manager

Tracey Thompson
Defense/National Security
Sector
Program Manager

OSBP Structure

Office of Small Business Program (OSBP)- PLACEMAT



How can we help?



Deloitte Small Business Strategic Initiatives



- **Small Business Innovation & Technology Consortium (SBITC)** - Select small businesses that bring best-of-breed technology that bolster Deloitte's capabilities. The SBITC will seek to foster long-term strategic relationships to enhance Deloitte's capability to support current and future client needs.
- **Geo Expansion/HyperGrowth-** Promotes Growth by designated states for increased eminence and small business participation.
- **Small Business Tuesday's and Thursday's** - OSBP meets with Small Business every Tuesday and Thursday (11:30am-4:00pm) based on recommendations from PPDs, Account Teams, Subcontracts & Contracts.
- **Proactive and Assertive Small Business Strategy** – OSBP will work with Client Relationship Executive (CREs)/Account Teams to look for small business opportunities in all areas and position our small business subcontractors for success.
- **Integrated Outreach** - The OSBP should develop call plans based on analytics that complement strategy and the pipeline (leveraging insight gained as a part of AquIRE). Two pronged approach both client and prospective partners.
- **Institutions of Higher Learning** - An opportunity to leverage HBCUs and Universities through technology transfer and Cyber Lab use through involvement in the Tougaloo College Research and Development Foundation. Win – win for the Firm and the institution
- **Mentor-Protégé Program (MPP)** – Pursue more strategic MPP agreements based on the Government agency guidelines. Tailored “high touch” mentorship, coaching, and support for the Small Business focused on long term relationships with Deloitte