

# GDIT Small Business Teaming

At General Dynamics Information Technology (GDIT), we recognize the importance of small businesses to the American economy, and we are committed to ensuring that the utilization of small businesses remains an integral part of our strategic sourcing, procurement, and teaming processes. GDIT encourages the growth of entrepreneurship, and our commitment to this extends beyond our workforce to our communities and partners.

GDIT's connections with small businesses yield a better, stronger federal government contracting ecosystem. This is why our Small Business Office provides easy access to educational and informational resources, as well as hands-on, developmental programs built specifically to support small businesses, address challenges, and thrive in the government market. Our Small Business Office has successfully assisted many small businesses in establishing themselves as suppliers and teammates for GDIT and our government customers. We will continue to actively seek and establish mutually beneficial relationships with small businesses capable of providing products and services that meet our supply chain and solution requirements.

## TEAMING CONSIDERATIONS

GDIT considers many factors when determining team composition. Teaming decisions may vary depending upon priorities and requirements. Qualifications may include:

- Core capabilities
- Resource availability and ability to recruit qualified candidates
- Market niche
- Geographic location or customer proximity
- Cost
- Dependability, responsiveness and teamwork
- Personnel experience
- Organizational conflicts of interest (OCI)
- Financial solvency
- Past performance and reputation

## MARKETING YOUR COMPANY TO GDIT

Here are a few guidelines to assist you in the marketing process:

- Do the research to discover where your company best fits within the Federal workspace
- Know the competitive landscape and customer needs
- Develop and maintain your business marketing plan
- Focus on what your company does best, and target your efforts and resources to how your company would best fit in providing the solution
- Register in General Dynamics' supplier database. Be sure to describe your core capabilities and differentiators. Use accurate and descriptive keywords to allow your company to stand out in searches.

## KEY DIFFERENTIATORS

Providing key differentiators helps your company stand out for teaming considerations:

- Who do you know? Have you done research on this customer, met with technical and contracts managers or attended industry days and/or related events?
- What specific capabilities and past performance does your company offer that relates directly to the opportunity's requirements?
- When did you last perform this type of work?
- Where is your experience in this technical area and with the customer?
- Why are you interested in this opportunity?

## GDIT SMALL BUSINESS REGISTRATION

If you are interested in teaming with GDIT, please visit [www.gdit.com/Partners](http://www.gdit.com/Partners) to register your company in our Enterprise Supplier Registration Portal. GDIT uses this database to identify teaming partners for future opportunities. Remember to use specific capability and customer area keywords that allow us to easily find your company. We also strongly recommend uploading capability documents that provide additional company information. While registration does not guarantee a teaming arrangement, your information will be used for consideration in teaming opportunities.