

# **AN OUTREACH STANDARD!**

- ✓ *WIN the Bid*
- ✓ *ACHIEVE Goals*
- ✓ *DEMONSTRATE Good Faith Efforts*

## **With the Small Business Exchange DIVERSITY OUTREACH SERVICES**

The SBE Legacy Matchmaking Software Maximizes Opportunities &  
DBE/DVBE/WBE/MBE/SBE/OBE Participation

*It is the policy of the United States, as stated in the Small Business Act that “all” small businesses have the maximum practicable opportunity to participate in providing goods and services to the government...*

- **Maximize opportunities**
- **Identify “qualified” firms**
- **Target the dissemination of your information**

## What Clients Say About Us...

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“SBE has taken a great deal of the extensive resources required to identify, locate, inform and validate qualified minority and small business sub-contractors away from my organization. This has allowed us to properly screen applicants to provide the best possible solution for our Customers. SBE personnel have been responsive and cooperative in building a partnership which helps our ability to comply with our Customers specifications on bids and requests for proposals. If we are challenged with a short turn around time for a bid SBE has responded with whatever it takes to finalize their end of the transaction. We have never been rejected for being out of compliance due to activity deliverables from SBE. That makes business for both entities much more profitable.”

– Xerox Corporation

“SBE’s documentation is superb!”

– IKON

“Your services were wonderful. I could not have done it without you and your team.”

– Webcor Builders

“Doing business with SBE has been a pleasure. SBE provides a thorough and effective outreach service. SBE is a great asset to our outreach program.”

– Atkinson Construction



*With the right tools on hand,  
SBE has set the Outreach Standard.*

## Make DBEs/DVBEs/WBEs/MBEs/SBEs/OBEs Aware of Contracting Opportunities

### **Maintenance of Procurement (Bid) Database**

- Pre-Bid Stage & Out-to-Bid Stage
- Planholders and/or Prospective Bidder Listing
- Bid Results and Awards
- Low Bid/Bid Amount/Company "type" (DBE/WBE, etc)
- Sub-to-Lows/Amounts/Company "type"
- Import Capabilities from Multiple Sources (CBD/DLA)
- Download to Print Files for Publication

### **Maintenance of Extensive Business Database**

- Maintain Company History: 85+ fields of information, including bonding & insurance capabilities
- Recording of account activity: information sent, with comments attached
- Nationwide (State) DOT DBEs from Pro-Net
- Import capabilities (State and Local Jurisdictions)

### **Cross Reference of Procurement with Business for Targeted Dissemination of Information**

- Delivery by Print, by Fax, by Email



# *Providing Positive Results and Business Opportunities is our goal!*

## Matchmaking with Positive Results

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- Match Prime's Subcontracting Opportunity with Available Subcontractors
- Increase "availability" through SBE's nationwide (DBE/DVBE/WBE/MBE/SBE/OBE) database
- Publication and distribution of information via electronic and print outlets
- Telephone Follow-up Calls
- Referral of "qualified" firm(s) who expressed positive interest

We use our proven four step **Diversity Outreach Process** to provide you with competitive subcontractors and suppliers.

*Faxed Broadcasts to targeted\* businesses*

**1**

*Advertising in SBE print and electronic publications*

**2**

*Telephone Follow-up Calls*

**3**

*Computer Generated Reports*

**4**

\*Companies are targeted by Focus Group, Industry, and Location. SBE maintains companies certified by federal, state, and local jurisdictions. These include SBA "Pro-Net", State DOT and multiple local jurisdictions.



*Contact SBE for more information...*

Call, email or fax us now....

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**SBE personnel interface between client and agency  
and between client and bidder to ACHIEVE GOALS!**

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