



Subcontracting from a Large and Small Business Perspective

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Project Manager – Training Division

- Cultivating small business relationships
- Consulting services to other small businesses
 - Contracting, Subcontract management, Market Research and Seaport-e administration
- Subcontract Management
- Business Management/Administration



Previously worked for SAIC, Northrop Grumman and Huntington Ingalls Industries

- Seaport-e Administration
- Subcontract Management
- Project Control
- Small Business Utilization



Corporate Summary

A Veteran-Owned Small Business since 2007, Valkyrie Enterprises is currently 200 employees strong and growing.

Focusing on Acquisition, Modernization, and Readiness, Valkyrie is able to support today's warrior through gateways of Logistics/Training, Engineering/Design, Maintenance Planning/Assessment, Technical Services, and Aegis BMD.

Headquartered in Virginia Beach, VA, Valkyrie has offices in Washington, DC (across from WNY); Dahlgren, VA; San Diego, CA; Newport News, VA, and Port Hueneme, CA.

www.valkyrie.com

Accolades & Achievements



An ISO 9001:2008 Certified Company





Overview

- Top Small Business Concerns
- Challenges in working with Small Businesses (from LB perspective)
- Challenges in working with Large Businesses (from a SB perspective)
- Solutions

Top Small Business Concerns

- Taxes
- Healthcare
- Increase in Regulations
- Unknown???





Taxes

- Companies taxed at personal rates
- Section 179 deduction will shrink to \$25K this year – vs the \$125K for 2012



Healthcare - AHCA

- Negative Impact
- Companies with 50 or more employees will be required to provide affordable health care insurance beginning January 1, 2014
- Decide is it cheaper to pay the \$2K in fine per person or provide the health care

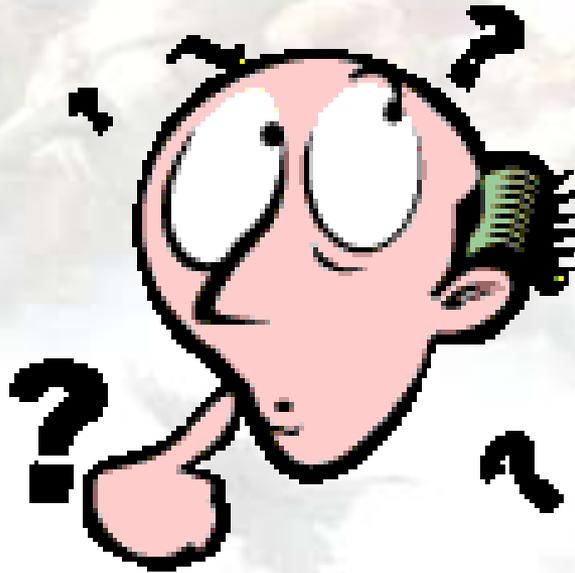
Increase in regulations

- Can't afford the time and money it takes to keep up with complicated regulations
- Hours of additional paperwork which damage profits and discourage hiring



Unknown

- Constant state of change





Challenges of working with SB's

- Regulations & Requirements
 - Conformance
 - Insurance/OSHA/Security
 - NAICS code changes
 - Census Data Change (HubZone)
- Resources
- Lack of Funding
- Location



Challenges of working with LB's

- Regulations & Requirements
- SB Goals
- Commitment
- Past Performance



Solutions

- National Defense Authorization Act of 2013 (NDAA)
 - Enforces SB contracting goals – Federal gov't has missed the 23% goal for the last six years
 - Empower small business advocates
 - Fights contract bundling
 - Increase Small Business set asides



Solutions

- Small Business Jobs Act 2010
 - SBA Enhanced Loan Provisions
 - Higher loan limits
 - Equal Treatment across Federal Contracting Program
 - More opportunities for small business
 - Combating Fraud, Waste and Abuse
 - Holding LB primes accountable for subcontracting plans



“Small Businesses are the country’s economic engine.... “ Secretary of Labor Hilda L. Solis

Small Businesses are the backbone of the U.S. economy.” every politician