

# EMERGING LEADERS FORUM





# Diverse Businesses and Their Impact

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# FCC Consulting Background Overview



## PROFESSIONAL SERVICES

- Program & Project Management
- Telecom & IT Design Services
- Utility Substation Compliance Audits (NERC FAC-008 )
- Deployment of IT Services
- IT Audit Services



## TECHNOLOGY SERVICES

- Network Infrastructure Design & Installation
- Virtual Office Technology
- Cyber Security Assessments & Awareness Training
- Managed Services (help desk, network management, etc.)



## TECHNOLOGY SOLUTIONS

- Managed Service Solution for Construction Projects
- Drone Infrastructure Inspections
- IT Procurement (Comp. HW & Peripherals)
- Cloud Services

- Headquartered in Trenton, New Jersey and established in 2007
- Federal Government 8A Certified, National Minority Supplier Diversity Council (NMSDC) Certified
- Certified as a DBE & MBE in 21 States [CA,CO,FL,KY,LA,MD,ME,MN,MS,NC,NJ,NY,NV,OK,PA,SC,TN,TX,VA,WI,WV]
- 2018 Recipient of the NJ Small Business Development Center Award

# Diverse Businesses and Their Impact

## Thought Provoking Topics

- What is the business model for Diverse Businesses Today
  - *Business Model is growth*
  - *Business Model is Partners / Alliances*
  - *Successful model touches dollars and communities*
- How Diverse Businesses develop relationships
  - *Work to develop relationship within the Market Space – Quarterly*
  - *Work to develop alliance with BMcD – openness, pricing, talent, pipeline*
- How do we as Partners leverage each other
  - *Approaching Clients*
  - *Ability to build Trust within BMcD / Work through objections*
  - *Stages*
- Ways for a true Partnership to be successful
  - *Look for ways to insert partner skillsets*
  - *Opportunities for Partnership to be a resource – Through BMcD as Strategic Partner*

# Diverse Businesses and Their Impact

## True Partnership

- Regularly scheduled business development / status meetings (Bi-weekly, Monthly or Quarterly)
- Willingness to participate on sales calls with each other's potential prospects
- Willingness to participate in a reciprocal Prime/Subcontractor relationship
- Willingness to assist the subcontractor in finalize pricing for specific projects
- Open communication regarding each others skillset and resources for specific projects



# Diverse Businesses and Their Impact

## Potential Partnering Opportunities



### Professional Services

- Telecom & IT Design Services
- Project Management
- Deployment Services

### Audits & Assessments

- Infrastructure Substation Site Audits
- Utility Pole Site Survey Audits
- Network Assessments, Inventory management
- Cyber Security Assessments

### Construction Site Services

- Turnkey Temporary Field Office Setup
- Construction Site Monitoring & Video Security
- Construction Management

### Design Services

- Proprietary Project Deployment Tracking System
- Drafting
- T&D Design