



Vendor Presentation

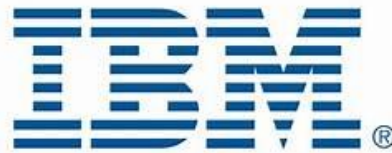
2614 Kenhill Drive, Suite 114 Bowie, MD 20715 | (301) 464-4433



MISSION

The Business Service Center's mission is to provide small businesses support, marketing and business development services

A Few of our Clients





Information Technology



Construction



**Professional
Services**



Supplies



Health Care



**Facilities
Maintenance**
(commercial)



Real Estate & Default Management
(residential)



Information Technology



Health Care



Professional Services



Construction



Facilities Maintenance
(commercial)



**Real Estate: Asset &
Default Management**
(residential)

The BSC Membership Services



MEMBERSHIP **\$1,500** per year

1.



Business background
check and Procurement
Corner digital badge

2. Marketing your business to decision makers

3. Access to Procurement Corner Portal

- Performance Portfolio
- Access to decision makers
- Network with other small businesses
- Access to requirements before they hit the streets & other opportunities

5. Coaching Services



Sample of Requested Business Background Check Information



GENERAL INFORMATION

- Contact Information
- Staff / Organizational Chart / # of Employees
- Location (s) (rent / own)

ORGANIZATION REVIEW

- Articles of Incorporation
- Ownership Letter
- Company Capabilities Statement / Brochure(s)
- Tax Identification Number Documentation (IRS)
- NAICS Codes
- Certificate of "State Good Standing"
- Government Issued Certification(s)
- Licenses and Bonding (if applicable)
- Certificate of Insurance
- Certified Payroll
- Facilities Clearance
- Disbarred/Suspended
- DNB
- BBB
- SAM

FINANCIAL STABILITY

- Bank Statements
- Line of Credit
- Letter of Reference from Financial Institution
- Bankruptcy
- Open Liens/Judgements
- Balance Sheet / Profit & Loss Statement
- Accounting (invoicing & payables) procedures

QUALIFICATIONS

- Current & Past Performance
- Client References
- Product Inventory (if applicable)

ENVIRONMENTAL PROGRAM (construction)

- Safety Rating (if applicable)
- OSHA Citations (if applicable)
- Health and Safety Policy (if applicable)
- Risk Management Procedures (if applicable)
- Certifications: first aid, CPR & OSHA, (if applicable)

QUALITY ASSURANCE AND CONTROL (construction & IT)

- ISO Certification
- Quality Assurance /Quality Control Manual
- Product Controls
- Supplier Qualification/Evaluation Process
- Nonconformities and Corrective Action Records

LABOR RELATIONS (construction)

- Labor Relations Policy/Procedures
- Utilization of Union Labor (if applicable)

Type of Bid Opportunities



Success Rate for Securing a Contract 80%+/-

BENEFITS



- Present your capabilities to decision makers
- Opportunities before they hit the street
- Utilized established Relationships
- Access to the Procurement Corner an Online Marketing & Teaming Partners Tool to grow your business in DAYS!!
- **Dedicated Account Executive for personalized business development (optional package #1)**



The BSC Optional Service Package #1



PACKAGE #1 Business Development & Marketing Services

- ✓ Business Development & Marketing Services
- ✓ Schedule face-to-face meetings with decision makers

\$2,499 monthly





The BSC Optional Service Package #2



PACKAGE #2 Consulting Services

Initial Session: \$249.99 per hour
Follow-Up Session: \$149.99 per hour





The BSC Optional Service Package #3



PACKAGE #3 Support Services

- Banking Services
- Branding
- Help obtaining government Certification(s)
- Graphic Designer
- Financial Services
- Human Resources
- Insurance
- Legal
- Merchant Services
- Project Management
- Proposal Writing Services
- Tax Services
- Telecom Services
- Website Services
- Social Networking
- Staffing

Call for Pricing
(301) 464-4433 or (240) 462-8890

TESTIMONIALS



<https://youtu.be/omDQhsXNfoE>

"Made some great contacts and connections here. We've also had some success with winning a contract with the Department of Treasury as being a member of this association"

James Chavis, Renaissance Systems, Inc

"Down to earth real-world experience on how to obtain business for you and your business"

Eugene Poole, Aligned Benefits Group, Inc.

The BSC Membership

BENEFITS

- Present your capabilities to decision makers
- Opportunities before they hit the street
- Utilized established Relationships
- Access to the Procurement Corner an Online Marketing & Teaming Partners Tool to grow your business in DAYS!!
- **Dedicated Account Executive for personalized business development (optional)**



\$1,500 yearly



Optional Services

Package #1 Business Development

\$2,499 monthly



Package #2 Consulting Services

\$149.99-\$249.99 per hour



Package #3 Support Services



- | | |
|--|-----------------------------|
| ▪ Banking Services | ▪ Merchant Services |
| ▪ Branding | ▪ Project Management |
| ▪ Help obtaining government Certification(s) | ▪ Proposal Writing Services |
| ▪ Graphic Designer | ▪ Tax Services |
| ▪ Financial Services | ▪ Telecom Services |
| ▪ Human Resources | ▪ Website Services |
| ▪ Insurance | ▪ Social Networking |
| ▪ Legal | ▪ Staffing |

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Do you still have questions?



www.TheBusinessServiceCenter/vendorpresentation.html

Call (301) 464-4433 Office

(240) 462-8890 Mobile

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