

RAILS

Rail Alliance: Infrastructure, Logistics, & Security



Small Business Teaming Pilot Program Kick-Off Meeting

The following topics will be discussed:

New Bidding Opportunities & Assistance to Small Businesses

Development of Rail Supply Chain Website

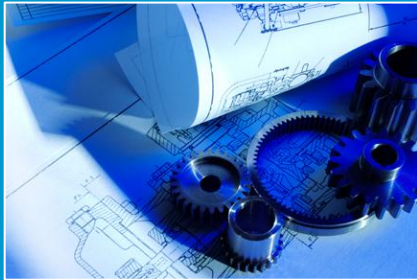
Participation in Small Business Teaming Conferences

Small Business Training and Support



Bringing Markets to Technology

Engineering Services



Homeland Security



Composites Manufacturing



Strategic Initiatives



. . . driving technology-based economic development
on Long Island and in New York State



Congressman Tim Bishop (CD1-NY)

**LIFT Initiates
Long Island Rail Suppliers
Alliance
8/26/10**



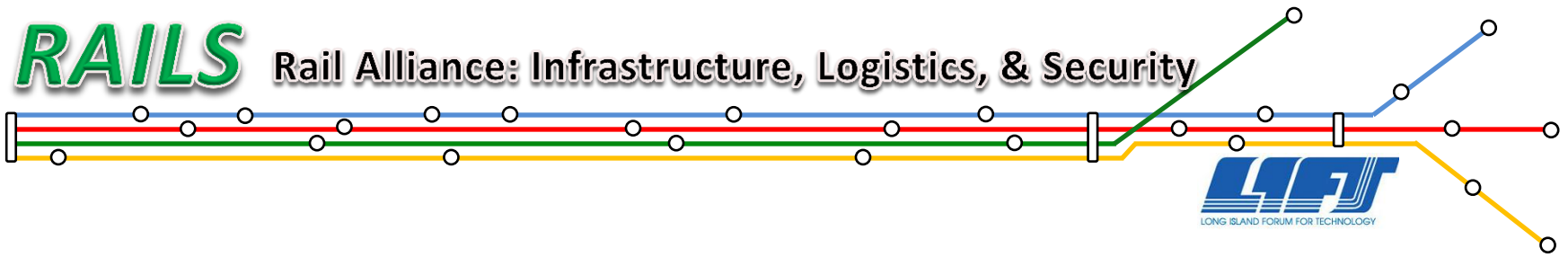
USDOT Secretary Ray LaHood

Quebec Delegate General John Parissela

**LIFT Hosts
USDOT Secretary
New Yorker Hotel
11/15/10**

RAILS

Rail Alliance: Infrastructure, Logistics, & Security



Small Business Teaming Pilot Program Overview

The following topics will be discussed:

New Bidding Opportunities & Assistance to Small Businesses

Development of Rail Supply Chain Website

Participation in Small Business Teaming Conferences

Small Business Training and Support



U.S. Small Business Administration Small Business Teaming Pilot Program

Our Goal:

Help small businesses team to compete for large federal contracts, grow, & create jobs.



Goal Definitions

Help small businesses team to compete for large federal contracts, grow, & create jobs.

Large Contract:

\$10 million over any time period or

50% of the average annual receipts for your industry based on the North American Industry Classification System (NAICS) code over any time period

Teams:

Partnership – *Two or more parties conducting business together*

Teaming Arrangement - *Prime Contractor / Subcontractor*

Joint Venture – *Two or more parties create a completely new entity*



**U.S. Small Business Administration
Small Business Teaming Pilot Program**

LIFT Strategies:

Create a platform for the rail transportation supply chain to identify potential procurement opportunities, team members, and training opportunities.

Provide training, counseling, and mentoring to help small businesses enter into teaming relationships and compete for larger federal contracts.



Partners



U.S. Small Business Administration



Small Business Development Centers
Farmingdale State University
and
Stony Brook University



Suffolk County Community College
Entrepreneurial Assistance Program



Town of Hempstead Workforce
Investment Board



Bethpage Federal Credit
Union

Search Company to
Identify/Filter Procurement
Opportunities





Emerging Market

Railroads are clean, efficient, and their development is a fixture of President Obama's economic, political, and social agendas.

Infrastructure & Logistics

- 34 million use public transportation systems, daily
- 25% of U.S. freight is moved by rail
 - At 3-4 times the fuel efficiency of trucks
- Fastest growing rail segment is intermodal

Security

- There is a gap in our national rail security network
- 250 worldwide terrorist attacks on rail since 1995
- Next target may be U.S. trains



Vision & Goals

RAILS Vision

Harness the knowledge, skill and capability of Long Island's potential regional rail cluster to develop a larger market for our products and services.

Provide a platform and support for Long Island small business teams to bid on large procurement opportunities in railroad infrastructure, logistics, and security.

RAILS Year 1 Goals

1. Identify 60 companies to engage
2. Provide training supporting teaming to 100 people
3. Identify 18 large procurement opportunities
4. Identify at least 3 teams to submit large procurement proposals
5. Secure at least 1 large procurement award for a Long Island team

Small Business Teaming Strategy

*Supply Chain
Collaboration*

Business Growth

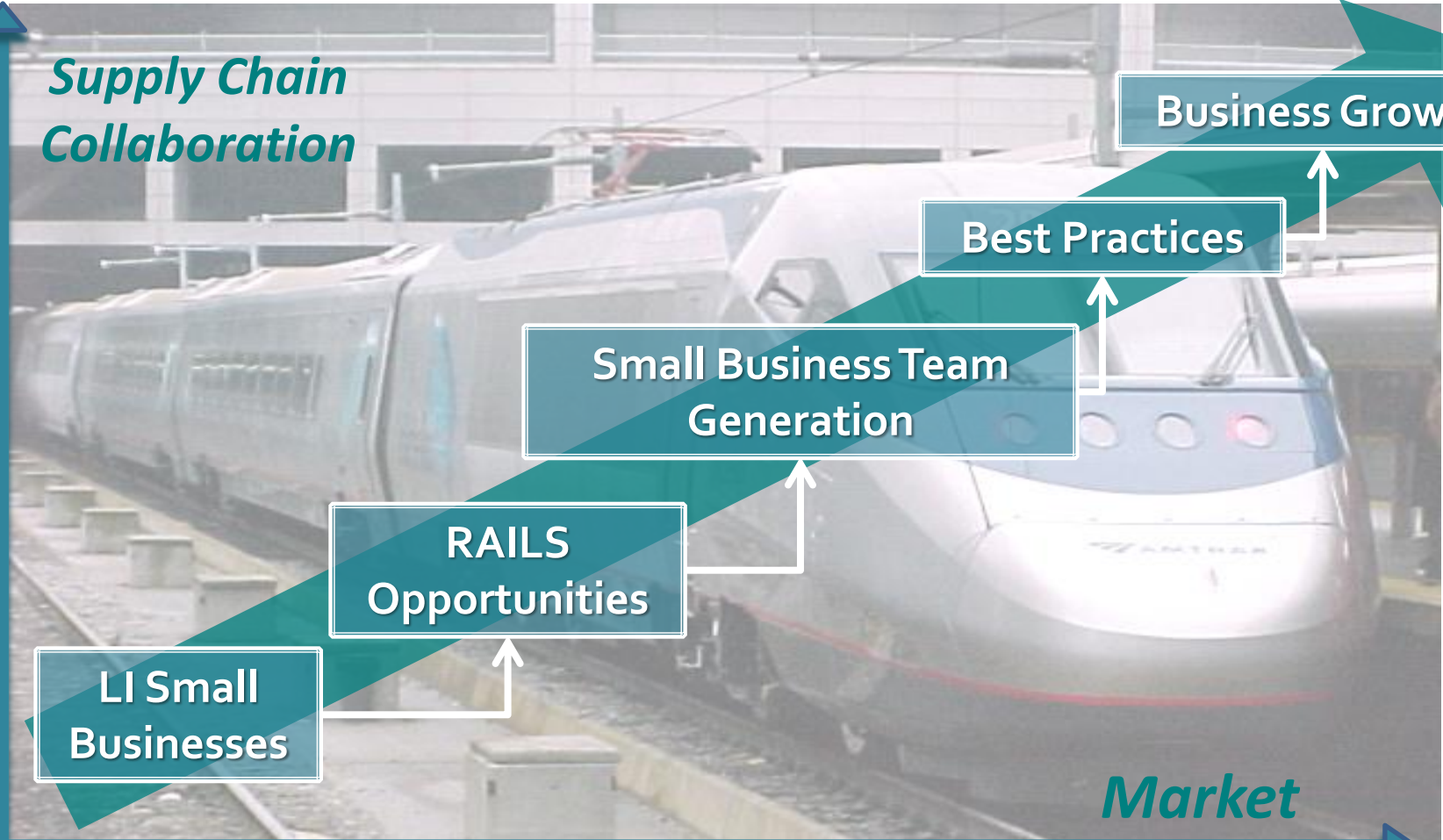
Best Practices

Small Business Team
Generation

RAILS
Opportunities

LI Small
Businesses

Market



Deliverables

Year 1 Goals

Expectations

Small Business Teams

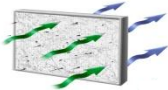
- Invite 400 companies
- Engage 100 companies
- 50 active members
- Form 3 teams at minimum

Membership Requirement:

Complete profile information in RAILS database allowing for team identification and procurement opportunity matching.

Procurement Opportunities

Federal Agencies State Primes



- Identify 18 opportunities
- Submit 3 team bids
- Win 1 major contract

Custom Custom Filters:

filters will be applied to procurement opportunity searches based on member capabilities, products, and services.

Training & Events

- Quarterly meetings
- Targeted training
- Annual conference

Training Programs:

Supply Chain Mgmt
FARS & CFRs
Small Bus. Teaming
Proposal/Bid Prep
Contract Mgmt
ROI Analysis

Strategic Partnerships /
Joint Ventures
Financial Mgmt
Capital Improvement
ISO Certification
Lean Manufacturing

Contract Support & Advocacy

- Bid & Contract Support
- Research & Analysis
- Liaison/Advocate Services

Unique Services:

Provides access to contract support services and an unequalled opportunity to have your voice heard in the rail industry.

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Get on the Right Track with RAILS

Membership Benefits

- **Access to:**

- Large procurement opportunities
- Regional supply chain database
- Training to support business growth through teaming
- Annual conference and quarterly teaming meetings
- Direct contact with rail primes/agencies regarding procurement, requirements, & preferred vendor status

- **Support with:**

- Teaming setup, process, and legal documents for teaming
- Bid and proposal development
- Grant identification and proposals
- Ability to mitigate financial risks of large contracts through teaming
- Opportunity to create a regional “voice” to influence national, state, and local regulations and funding

Membership Requirements

1. Complete Membership Registration Form
2. Receive website UserID and Password
3. Complete Your Company Profile for the Supply Chain Database
4. Alert the **RAILS** team if you pursue an opportunity we identified

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Rail Alliance: Infrastructure, Logistics, & Security

About LI RAIL

Membership

Member Log In

News & Events

Contact Us



Small Business Teaming Pilot Program

Become a Partner
Procurement Opportunities
Learn more about 8A



A National Rail Supply Chain



The Long Island Rail Alliance has been identified as a U.S. Small Business Administration Small Business Teaming Pilot Program for 2011. Focusing on Rail infrastructure and security, this program will help Long Island small businesses to work together to bid, win and perform on large procurement opportunities.

The Long Island Forum for Technology (LIFT) is partnering with the U.S. SBA, Hempstead Works, Suffolk County Community College, and the Small Business Development Centers at Farmingdale State University and Stony Brook University to provide training, guidance, and a teaming platforms for member businesses.

Long Island Rail Alliance Kick-off Event

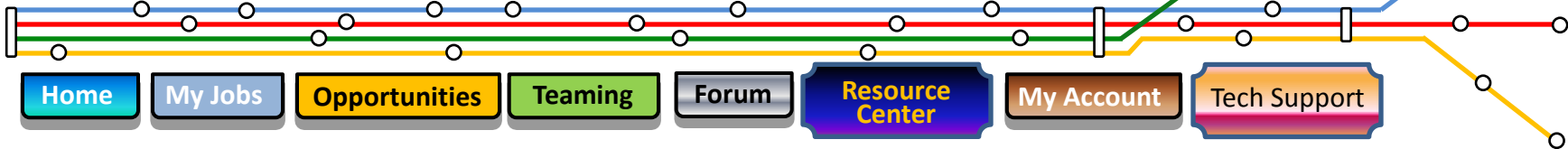
Please Join Us
December 14, 2011
8:30 AM to 1:00 PM
Homeland Security Center
510 Grumman Road West
Bethpage, New York

[Click to Register](#)



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Rail Alliance: Infrastructure, Logistics, & Security



[Insert Company Name]

Logged in as Jamie Moore

Please click here to log out

Company Name:
Address:
Contact Name:
Contact Title:
Phone:
Email:

Key Capabilities:
Key Products:
Key Services:
Awards/Certifications:
Preferred Vendor Status for:
Need Suppliers / Customers for:

Number of Employees:
Gross Annual Sales:
Preferred Minimum Contract:
Preferred Maximum Contract:
Partnership Preferences:
NAICS Codes Served:
Preferred Rail interest areas:

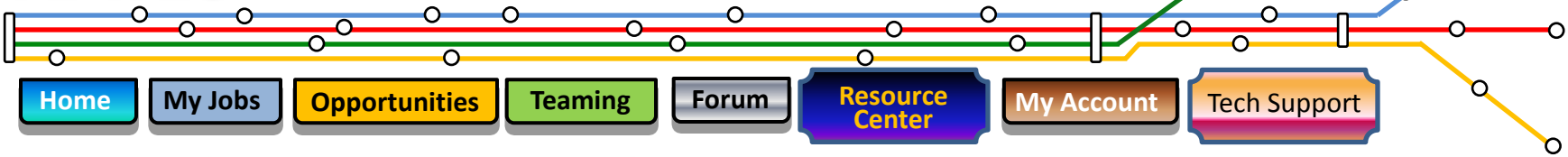
Search by:

Product, service, capability, NAICS, identified Rail interest areas, employee count, min/max contract amount, partnership preferences, similar opportunity preferences (?), location, minority status, etc.

Allow searches to be named and saved



RAILS Rail Alliance: Infrastructure, Logistics, & Security



- Home
- My Jobs
- Opportunities
- Teaming
- Forum
- Resource Center
- My Account
- Tech Support

Database Search

Logged in as Jamie Moore
[Please click here to log out](#)

Product Criteria:

- Rail ties
- Rail cars
- Engines
- HVAC
- Switches
- Seating
- Belts
- Enterprise Software
- Signage
- Windows
- Fasteners
- Security Systems
- Lighting
- Doors
- Electronics

[Save Search Criteria](#)

Name of Search: _____

[Click to Save](#)

Service Criteria:

- Security monitoring
- Car maintenance
- Rail line maintenance
- Station maintenance
- IT Threat Management
- Cleaning
- Clear debris
- Janitorial
- Refurbishment
- Repair

Other Criteria:

- Location by Zip Code
- Number of Employees
- Minimum Contract Size
- Maximum Contract Size
- Partnership Criteria
- NAICS codes
- Rail interest areas
- Minority, Veteran status
- Hub Zone
- Preferred Vendor Status
- Certifications

Capability Criteria:

- General subassembly
- CAD/CAM
- Lay rail ties
- Programmers
- Welding
- Soldering
- Autoclave
- Printing
- CNC
- Railcar Cleaning
- Tunnel digging
- Electric Eng'g





Candidate Training Programs

- Small Business Teaming 101
- Joint Venture / Partnerships
- Teaming Agreements
- Bid & Proposal Preparation
- Procurement Search / ID
- Contract Management
- FARS and CFRs
- Project Management
- Procurement Best Practices
- Quality Mgmt Systems
- Lean Practices

- Equity / Venture Capital
- Financial Risk Management
- ROI Analysis
- Capital Improvement
- Market Entry / Expansion
- Strategic Management
- Communication
- Conflict Management
- Group / Team Dynamics
- High Performing Teams
- Supply Chain Management

Feedback Requested

RAILS Wrap Up



Looking Forward – First Qtr 2012

- **Website & Database – February 2012**
 - Identify Funding Opportunities
- **User ID and Password – February 2012**
- **Company Profile Complete – March 2012**
- **Qrtly Teaming Conferences – March 2012**

Export for Manufacturers Program

Friday, March 30

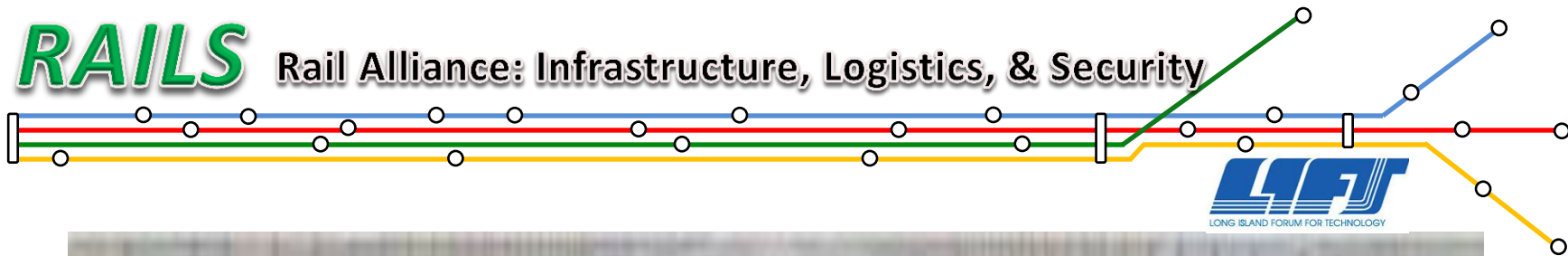
Hosted by:

LIFT & the Small Business Administration

Providing an extended, complementary program to today's seminar for Long Island manufacturing companies.

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Questions?

RAILS

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