

# TIPS FOR SUCCESSFUL GOVERNMENT CONTRACTING



**Joseph E. Fergus**, founder and CEO, Communication Technologies, Inc. (COMTek)

- Clearly define and understand your value proposition.
- Know your strengths and weaknesses.
- Develop a clear and simple strategy for targeting opportunities.
- Do the necessary “homework” that will help you level the playing field.
- Develop the art of selecting the Right People and the Right Teaming Partners.



**Lani Hay**, founder, president and CEO, Lanmark Technology (LMT)

- Educate yourself on the fundamentals of government contracting.
- Know and use available resources.
- Find a mentor.
- Network.



**Tony Jimenez**, founder, president and CEO, MicroTech, LLC

- Gain management credibility by hiring subject-matter experts and former government/military executives.
- Maintain flexibility and agility needed to grow the business and HQ support structure along with contract.
- Flat organizational structure allows rapid adapting to uncertain economic times/new opportunities.
- Expand capabilities by teaming with key strategic partners and leveraging their skills and capabilities.
- Aggressively pursue Quality Management System (QMS) standards (ISO, CMMI, ITIL, Malcolm Baldrige, etc.).

