



FOR IMMEDIATE RELEASE

Solutions By Design II, LLC launches Mentor-Protégé/SB Partner Programs

Vienna, Va. – January 22, 2019 – Solutions By Design II (SBD2) is looking for teaming partners to conduct joint capture and solutioning that provide synergy to our strategic growth interests and share similar vision, values and culture of delivery. We are also looking for small businesses that may be interested in a Mentor-Protégé relationship with a dynamic, mature and focused mentor-partner. **Potential partners who would like to meet with our executive team can do so during HIMSS19 in Orlando. Please contact us to set up a time.**

SBD is the leader of one of the most successful GSA Alliant Small Business vehicles with over \$510M in total ASB awards. Additionally, we prime mission-critical contract vehicles such as CMS SPARC, DISA ENCORE III, GSA STARS II, GSA Alliant 2 SB, Army ITES-3S, OPM HIT, FAA eFAST, and GSA Schedule 70 SB. We currently hold CMMI-DEV Lvl 3 and CMMI-SVC Lvl 3 processes; ISO 9001:2015, 20000-1:2011, and 27001:2013 certifications.

Mentor-Protégé/ SB Partner Programs

Mentor Protégé and SB Partner Programs are designed to encourage large or experienced firms to develop technical and business capabilities of small and diverse firms to enable them to compete more effectively in the market. These programs are typically government sponsored and managed, and are designed to meet the needs of small firms seeking to support the sponsoring agency or department. SBD recognizes the importance of these programs and are committed to participating as a mentor in these programs in support of our partners.

Each mentor-protégé program is unique with different requirements and benefits to both the mentor and the protégé. SBD2 has found that the most successful agreements are the ones where both mentor and protégé gain from the partnership. Some of the most common Protégé benefits of these programs include:

- Allowing small firms to build strategic partnerships with large and experienced firms
- Providing opportunities to enhance the protégé's technical capabilities or infrastructure
- Creating a mechanism for technology transfer from mentor to protégé
- Allowing for the award of non-competitive subcontracts / purchase orders to the protégé
- Providing reimbursement to the mentor for efforts to develop the protégé
- Allowing for potential joint venture (JV) opportunities as a small business

SBD2's Approach to Mentor-Protégé Participation

SBD2 has a long history of participation in the various mentor-protégé programs of our clients, through our JV SBDA, we have **been recognized as one of the most successful participants on the GSA Alliant SB contract with over \$510M in total task order awards.** Based on this experience, SBD2 has developed a comprehensive approach to mentor-protégé that ensures that each agreement is put in the best position to achieve success. In addition to agency requirements, SBD also seeks certain characteristics in potential protégés, including:

- Capabilities that do not compete with an existing SBD protégé
- No existing, active mentor-protégé agreements
- Compatible, ethical and financially stable
- Adequate resources to commit to a 2-3 year engagement

Meeting with SBD2

SBD2 will be attending the Health IT conference HIMSS19 in Orlando February 11-15 and welcomes the opportunity for Small Businesses who would like to discuss Mentor Protégé, SB Partnering, or the possibility of Joint Ventures to reach out and schedule some time with our Business Unit Leaders.

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ABOUT SBD: SBD2 specializes in IT system modernization and support as an application transformation and agile process leader. We leverage open source technologies and cloud-based solutions to reduce operating costs and advance the value proposition of automated solutions. We also have a robust cybersecurity capability optimizing security operation centers through the use of workflow automation, technical expertise, and the use of leading-edge security tools. Bottom line, we deliver technically innovative, reliable, and cost-effective solutions, services, and products to our federal customers.

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