



*Scientific Innovations...
Warfighter Solutions.*



**Small Business Growth Strategies
Discussion with the Quantico Government
Contractors Association (QGCA)**

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JRAD's approach to growth

- Grow our Small Business opportunities through Contract vehicles and Teaming
 - *Accessibility (GSA Schedules, Omnibus contracts, and solid partnerships)*
- Understand Small versus Large Business capabilities
 - *Target our best opportunities (Recruit best fit staff)*
- Communicate our Small Business value to the Government
 - *Customer Relationships & Employee Retention*



About JRAD

- Small Business
- Subject Matter Experts in USMC/US Army programs specializing in:
 - Basic and Applied Research in Science & Technology
 - Systems Engineering
 - Individual Protective Equipment
 - Decontamination
 - Biodetection
 - Test and Evaluation (T&E)
 - Modeling and Simulation (M&S)
 - Quality Management Systems
 - Requirements Development & Traceability



JRAD Capabilities

Example Capability	JRAD Past Performance	Example Capability	JRAD Past Performance
Independent Engineering Assessments for Acquisition	Yes	Acquisition Logistics	Yes
Analytical Laboratory Support	Yes	Test & Evaluation Expertise	Yes
Analytical Laboratory Support	Yes	Design of Experiments (DoE)	Yes
Chemical and Biological Agent Hazard Expertise	Yes	Technology Development / Requirements Analysis	Yes
Specialized Technical Studies and Analysis	Yes	Technology Readiness Assessments	Yes
Program Management Support	Yes	Financial and Cost Analysis	Yes



Why JRAD?

- Competitive cost
- Easy to access services
- Exceptional performance and high employee satisfaction
- Excellent proactive & cooperative relationships with customer base
- Ability to build strong teaming partners
- Demonstrated past performance across technical capabilities for Government Acquisition



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HOW TO REACH JRAD

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