



Veteran-Owned, Woman Owned, Small Businesses Team for Success

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Two recent contract awards by the Task Force for Business and Stability Operations (TFBSO) provide examples of the success that veteran-owned small businesses (VOSB) can realize when teaming with other VOSBs and small businesses.

The TFBSO, or “Task Force,” was established in June 2006 to aid in the revitalization of Iraq’s economy and in creating jobs for the Iraqi people. Transformation Advisors Group (TAA), a Service Disabled VOSB, has been supporting the Task Force in Iraq and later Afghanistan since 2006. When the TFBSO issued a follow-on solicitation on July 10th, TAA aligned with teammates Vestige Consulting, LLC – a VOSB that provides a wide range of financial management, business analytics, and program management solution offerings – and Emissary Transition Group (ETG), a woman-owned small business that provides turnkey security and logistics services for businesses operating in fragile states. The three-company team was awarded the contract on September 21st. The period of performance is one year plus two six-month option periods.

On August 10th, the TFBSO issued an RFP to provide general management services, including field site management; engineering, drilling, and technical services; and Village Stability Operations (VSO) management support. For this requirement,, TAA teamed with ETG and Jasmine Consultants, N.R.C., Inc., a small business formed to provide natural resources development consulting services to the TFBSO in Afghanistan. The team was awarded a one-year contract on September 24th.

For each proposal effort, the three organizations worked cooperatively to prepare a submission that would demonstrate their ability to deliver efficient and effective services in support of TFBSO initiatives. TAA’s CEO, Mr. Campbell Shannon, cites demonstrated past performance, cooperative professional relationships, and a strong commitment to the proposal process itself as primary reasons for the teams’ successes. “It was definitely advantageous to have an existing relationship with the Task Force,” says Mr. Shannon, “but that’s never a guarantee of future work. It was important to convince the client that our individual organizations can perform as a cohesive unit.” There was early evidence of this ability as each team developed a proposal strategy and got down to work preparing their submission. Even with geographically dispersed companies located in Washington, D.C., Colorado, and Kuwait, TAA and its teammates were able to prepare, price and submit winning proposals on schedule.

TAA has ongoing plans to develop relationships and team with small businesses – including veteran- and woman-owned businesses – on future opportunities. “The right team of smaller organizations can often operate more flexibly and efficiently than a large entity,” says Mr. Shannon. “TAA finds this approach a great way to win business and to deliver on our customer commitments.”

Transformation Advisors Group, LLC is a Service Disabled Veteran Owned Small Business serving the Department of Defense, Defense Agencies and Federal Government. TAA brings unparalleled experience with transformation strategy and the integration of transformation activities across organizational boundaries. TAA is a proven knowledge leader that delivers integrated policy, process, technology, and organizational improvements and cultural change across your identified business areas. TAA deploys seasoned, experienced change advisors who implement a value-driven approach to solving urgent and complex client business requirements. You can visit their web site at www.taateam.com.

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