



# Vendor Presentation

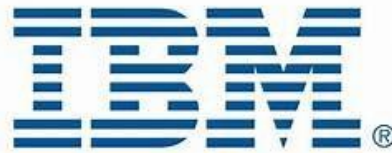
2614 Kenhill Drive, Suite 111 Bowie, MD 20715 | (301) 464-4433



# MISSION

The Business Service Center's mission is to provide small businesses support, marketing and business development services

# A Few of our Clients





**Information Technology**



**Construction**



**Professional  
Services**



**Supplies**



**Health Care**



**Facilities Maintenance  
(commercial)**



**Real Estate, Asset & Default  
Management (residential)**

# The BSC Membership Services



## MEMBERSHIP **\$1,500** per year

1.



Business background  
check and Procurement  
Corner digital badge

2. Marketing your business to decision makers

3. Access to Procurement Corner Portal

- Performance Portfolio
- Access to decision makers
- Network with other small businesses
- Access to requirements before they hit the streets & other opportunities

5. Coaching Services



# Sample of Requested Business Background Check Information



## GENERAL INFORMATION

- Contact Information
- Staff / Organizational Chart / # of Employees
- Location (s) (rent / own)

## ORGANIZATION REVIEW

- Articles of Incorporation
- Ownership Letter
- Company Capabilities Statement / Brochure(s)
- Tax Identification Number Documentation (IRS)
- NAICS Codes
- Certificate of "State Good Standing"
- Government Issued Certification(s)
- Licenses and Bonding (if applicable)
- Certificate of Insurance
- Certified Payroll
- Facilities Clearance
- Disbarred/Suspended
- DNB
- BBB
- SAM

## FINANCIAL STABILITY

- Bank Statements
- Line of Credit
- Letter of Reference from Financial Institution
- Bankruptcy
- Open Liens/Judgements
- Balance Sheet / Profit & Loss Statement
- Accounting (invoicing & payables) procedures

## QUALIFICATIONS

- Current & Past Performance
- Client References
- Product Inventory (if applicable)

## ENVIRONMENTAL PROGRAM (construction)

- Safety Rating (if applicable)
- OSHA Citations (if applicable)
- Health and Safety Policy (if applicable)
- Risk Management Procedures (if applicable)
- Certifications: first aid, CPR & OSHA, (if applicable)

## QUALITY ASSURANCE AND CONTROL (construction & IT)

- ISO Certification
- Quality Assurance /Quality Control Manual
- Product Controls
- Supplier Qualification/Evaluation Process
- Nonconformities and Corrective Action Records

## LABOR RELATIONS (construction)

- Labor Relations Policy/Procedures
- Utilization of Union Labor (if applicable)

# Type of Bid Opportunities



Success Rate for Securing a Contract 80%+/-

# BENEFITS



- Present your capabilities to decision makers
- Opportunities before they hit the street
- Utilized established Relationships
- Access to the Procurement Corner an Online Marketing & Teaming Partners Tool to grow your business in DAYS!!
- **Dedicated Account Executive for personalized business development (optional package #1)**





## **PACKAGE #1**

### **Business Development & Marketing Services**

- ✓ Business Development & Marketing Services
- ✓ Schedule face-to-face meetings with decision makers

**\$2,499** monthly





# The BSC Optional Service Package #2



## **PACKAGE #2** **Consulting Services**

Initial Session: \$249.99 per hour  
Follow-Up Session: \$149.99 per hour

**BUY NOW**





# The BSC

## Optional Service Package #3



### PACKAGE #3

#### Support Services

- Banking Services
- Branding
- Help obtaining government Certification(s)
- Graphic Designer
- Financial Services
- Human Resources
- Insurance
- Legal
- Merchant Services
- Project Management
- Proposal Writing Services
- Tax Services
- Telecom Services
- Website Services
- Social Networking
- Staffing

**Call for Pricing**

**(301) 464-4433 or (240) 462-8890**

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## TESTIMONIALS



<https://youtu.be/omDQhsXNfoE>

"Made some great contacts and connections here. We've also had some success with winning a contract with the Department of Treasury as being a member of this association"

James Chavis, Renaissance Systems, Inc

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"Down to earth real-world experience on how to obtain business for you and your business"

Eugene Poole, Aligned Benefits Group, Inc.

## The BSC Membership

### BENEFITS

- Present your capabilities to decision makers
- Opportunities before they hit the street
- Utilized established Relationships
- Access to the Procurement Corner an Online Marketing & Teaming Partners Tool to grow your business in DAYS!!
- **Dedicated Account Executive for personalized business development (optional)**



**\$1,500 yearly**



## Optional Services

### Package #1 Business Development

**\$2,499 monthly**



### Package #2 Consulting Services

**\$149.99-\$249.99 per hour**



### Package # 3 Support Services



- |  |                             |
|--|-----------------------------|
| ▪ Banking Services                           | ▪ Merchant Services         |
| ▪ Branding                                   | ▪ Project Management        |
| ▪ Help obtaining government Certification(s) | ▪ Proposal Writing Services |
| ▪ Graphic Designer                           | ▪ Tax Services              |
| ▪ Financial Services                         | ▪ Telecom Services          |
| ▪ Human Resources                            | ▪ Website Services          |
| ▪ Insurance                                  | ▪ Social Networking         |
| ▪ Legal                                      | ▪ Staffing                  |

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# Do you still have questions?



[www.TheBusinessServiceCenter/vendorpresentation.html](http://www.TheBusinessServiceCenter/vendorpresentation.html)

Call (301) 464-4433 Office

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