

PCI Support Services, LLC -FY24 Goaling and Achievements

**Yes /
No**

Did the PCISS Achieve any of its Short Term Objectives? Please expand on your Short-term Achievement is in Comments.

Yes

Did PCISS Achieve any of its Long-Term Objectives? Please expand on your Long-Term Achievements in Comments.

Yes

Did the PCISS meet or exceed its revenue projections? Please add additional information in comments.

No

Did PCISS manage to overcome any documented weaknesses? Please explain in Comments.

N/A

PCISSs Strengths: List top 5 Bullets

PCISSs Weaknesses: List Top 5 Bullets

Short Term Objectives:

Long-Term Objectives:

Projected 8(a) Revenue (Dollar Values Only - no text):

Projected Non 8(a) Revenue (Dollar Values Only - no text):

List 7J Trainings or other SBA Assistance PCISS needs as part of its business development in the 8(a) Business Development Program in order to meet your Goals and Objectives.

**PCISS Business Plan Summary
Comments:**



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Mentor:

Y / N / NA

Has Mentor provided technical and/or management assistance to the Participant?

N/A

Has the Mentor provided any loans and/or equity investments to the Protégé

N/A

List value of subcontracts awarded to the Protégé by the Mentor

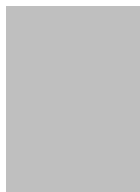
List value of federal contracts awarded to the Mentor-Protégé relationship as a joint venture

Has the Mentor-provided assistance helped the Participant in addressing it's developmental needs?

N/A



Scale of
1-5, with
5 being
Expert



If "Yes", Select "X" from the Drop Down Menu to recommend assistance in the stated category:

[Redacted] SBA Financial Assistance

[Redacted] SBA Surety Bond Assistance

[Redacted] Government Surplus Procurement

[Redacted]

[Redacted]

Course

[Redacted] Federal Opportunity Vendors Search and Response
Bidspeed User Training

[Redacted] FedMap Winning Government

[Redacted] Strategies for Winning Government
How to Leverage the Government
Market Research and



Targeted Capabilities
 Refresher Strategies
 8(a) Friendly Marketin
 Joint Ventures and SI
 Managing Growth
 Networking to Captur
 Preparing for the exit
 Understanding the SE
 Prime Contracting



Virtual Business Cour
 Business Training
 Federal Program Coa
 Access to Capital



12 NMSDC Conferen
 18 Classroom Trainin
 12 Applied Learning &
 8(a) Growth Executive
 24 Online Interactive



How to Secure a Fed
 Comprehensive Quicl
 Small Business Finan
 Procurement Assista
 Financial Assistance



8(a) Federal Contract



Business Coaching/T
Accelerator Programs
Doing Business with S
Continue Collaboratin
Continued HUBZone
Collaborate with WBC
Request for Informati
Guidance, Strategy, E

Comments

PCISS was able to break into new markets/new customers with the ATF & US Army.

PCISS has been able to diversify our capabilities and expand the different types of services we offer.

PCISS did not secure the amount of 8a sole source contracts that we intended and projected to achieve; nor non 8a. Competitive markets are very saturated, along with the short contracting year due to budget implementation by the Government.

Summarize highlights of your Business Plan. Comment on answers to the foregoing questions as necessary. Identify factors that impact on implementing the plan, such as litigation, claims, etc. Identify strengths and weaknesses.

PCISS attractiveness as Super Tribal 8a Firm / HUBZone / Capital abilities associated with the Tribe / Key Personnel on staff / Diversification of Services

Large Company competitiveness / identifiable 8a Opportunities limited / Existing ANC/Tribal Companies Monopolize government Contracting shops

Strengthen diversified services to the government

Establish and nurture JV with a more successful small business.

\$30,000,000

\$11,000,000

Reg/FAR Changes / B/D efforts in getting pass Small Business Personnel (Gate keepers) and directly to the Contracting Officers.

Maintain our Business Plan goals and continue to meet and exceed our goals and metrics.



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Summary of Historical Business Development Assistance Received

Did the Participant receive a traditional SBA 7(a) guaranteed Loan? (Check Internal Records)

Did the Participant receive Paycheck Protection Program (PPP) Loan(s)?

Did the Participant receive a COVID-19 Economic Injury Disaster Loan (EIDL)?

Did the Participant receive 7(j) Assistance? (Check Internal Records)

Did the Participant receive SBA's Surety Bond Assistance? (Check Internal Records)

Did the Participant receive Government Surplus Property? (Check Internal Records)

Did the Participant Receive 8(a) Contract(s)? (Check Internal Records)

List all SBA-related Business Development Assistance provided to the Participant during the **Annual Review Period Program Year** in the gray box below. (Please be sure to include 8(a) contracts, 7(j) assistance, Emerging Leaders Participation, SBA Loans, (including EIDL and/or PPP loans), Surety Bonds, Government Surplus Property, All Small Mentor/Protégé Approval(s), Joint Venture Agreement Approval(s), SBA Resource Partner Counseling or Training(s), etc.):

Business Development Review (Business Model and Business Acumen)

Marketing: Includes Capability Statement, Search Letters, Website, DSBS/SAM Profile

Human Resources: Includes Workforce Planning, Succession Planning

Financial Condition: Includes Ratio Analysis, Working Capital needs, Bonding, Accounting, Sustained Profitability/Margins, Banking Relationship, Letters of Credit

Sales Trend: Includes Competitive Business Mix Compliance

Management Experience: Includes Leadership, Capability, Expertise

Government Contracting Goals: Includes Understanding of Government Contracts, Pricing Strategies

Recommended Business Development Assistance

Does the Financial Summary Report Reveal that a License?
Property?



Did the Participant complete any previously recommended 7(j) Training sessions?

Is the Firm Signed Up for BidSpeed (the 7(j) Provider through

Recommended Assistance From National 7(j) Assistance Providers

Webinar(s)
Requesting to Sources Sought(s) and RFI(s)
Requesting

Government contracts Capture Plans

Requesting 8(a) Sole Source Contracts
Requesting FAR as a small business
Requesting Proposal Strategies for 8(a)

Statement

ing and E-Tools
BA Mentor-Protégé

e Federal Business
with Marketing Tips for non-8(a) participants
3A Mentor- Protégé Program

nseling / Coaching Native Edge

aching

**Recommend Assistance From Regional
7(j) Assistance Providers**

ce Trainings
gs at Post-secondary institutions

Sessions

e Training

Webinars

eral Government Contract

kBooks

icing

nce

ing Readiness Program

Technical Assistance

8(a), Veterans and HUBZone)

Socioeconomic Entities

Working with other SBA Resource Partners

Innovation Technology Showcase

6th Annual WOSB Conference

Grants, SBIR and Proposal Support

Business and Government Connections

Training Topics Recommended

Please list the types of training that could benefit the firm, based on your analysis of the firm and their scoring with the proficiency matrix. The training could be provided by 7(j); resource partners; other resources within your district; or by you as the BOS.

Document PCISS's Accomplishments

Document PCISS's Accomplishments

Comment on both 8(a) and Non 8(a) Revenue

Comments



Top 5 Bullets Only

Top 5 Bullets Only

Top 5 Bullets Only

Top 5 Bullets only

Forecasted by your firm in Certify

Forecasted by your firm in Certify

Identify specific assistance needs and make recommendations to overcome deficiencies in the short or long-termed goals.

Document your firm's Management, Marketing, and Financial Assessment Here. Document any factors your firm may prevent your firm from achieving its business development objectives.



[Review the Participant's Mentor Protégé information in PowerBI to Answer the Questions Below](#)

See response in Management and Technical Assistance Provided on PowerBI report

See response in Loans, Equity & Bond Investments section of PowerBI report

See Protégé Mentor SubK & JV Award Totals section of PowerBI report

See Protégé Mentor SubK & JV Award Totals section of PowerBI report

See Mentor Assistance Result in Material Benefits or Development Gains of PowerBI report



Number Since 8(a) Certification

No

75708.83 (Forgiven 3/19/21)

No

Yes

No

No

Yes



Comments

[Redacted comment]

[Redacted comment]

[Redacted comment]

[Redacted comment]

[Redacted comment]

[Redacted comment]

can or Line is Appropriate)?



What Assist Participants Identify Federal Opportunities)

7(j) Provider

Bidspeed

Bidspeed

Bidspeed

Coley & Associates

Gabriel

Gabriel

Gabriel

Gabriel
Gabriel
Gabriel
Gabriel
Gabriel
Gabriel
Gabriel
Gabriel
Gabriel

National Center for American Indian Enterprise
Development
National Center for American Indian Enterprise
Development
National Center for American Indian Enterprise
Development
National Center for American Indian Enterprise
Development

Florida State Minority Supplier Development
Council
Florida State Minority Supplier Development
Council
Florida State Minority Supplier Development
Council
Florida State Minority Supplier Development
Council
Florida State Minority Supplier Development
Council

Rural Enterprise of Oklahoma
Rural Enterprise of Oklahoma
Rural Enterprise of Oklahoma
Rural Enterprise of Oklahoma
Rural Enterprise of Oklahoma

Ruffin Consulting

The Catalyst Center for Business & Entrepreneurship
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