

NEST Network for Enabling Small-Business Teaming



"This project is funded by a grant from the U.S. Small Business Administration (SBA). SBA's funding should not be construed as an endorsement of any products, opinions, or services. All SBA-funded projects are extended to the public on a nondiscriminatory basis."

Network for Enabling Small-Business Teaming (NEST)

Are you interested in developing teaming relationships with other small businesses? Teaming with firms that complement your products and services is a strategic approach used by many successful small businesses. This strategy can increase your capacity, resources, and capabilities on federal contracting opportunities.

The NETWORK for Enabling Small-Business Teaming (NEST) is a program hosted by San Diego State University College of Business Administration – Entrepreneurial Management Center (EMC). NEST is funded by the U.S. Small Business Administration to help small businesses to identify large federal procurement opportunities, form teams, and submit winning proposals. NEST will also provide training, counseling and mentoring to assist small businesses to compete for multi-million dollar federal contracts. NEST offers the following services:

Procurement Opportunities

NEST will search out large federal procurement opportunities suitable for small business teaming and facilitate formation of proposal teams. It is envisioned that small businesses that have identified these opportunities themselves will also bring these opportunities for assistance in team building, mentoring, counseling, and training.

Training

NEST offers workshops to support the success of small business teams. Training topics include: Tracking Opportunities and Forming Successful Teams; Scaling your Business for Large Federal Contracts; and Winning the Opportunity.

Counseling

NEST offers individual counseling on topics relating to federal contracting ranging from locating federal opportunities, marketing to federal customers, submitting bids/proposals, to contract management and administration.

Mentoring

NEST Small Business Teams that are ready to bid will receive mentoring and coaching once a viable opportunity is identified. NEST Mentors will provide consulting and guidance to support the teams in preparing competitive bids and proposals for multi-million dollar federal contracts.

Training

Visit our website (<http://www.ccatsandiego.org/nest.html>) to learn more and apply for the program. Enrolled small businesses interested in the program will be offered opportunities to participate in NEST workshops, formation of procurement teams, receive bid and proposal assistance and related services. proposals for multi-million dollar federal contracts.

NEST

is a program hosted by San Diego State University. NEST is designed to provide training, counseling, and mentoring to assist small businesses in forming teaming relationships and compete for multi-million dollar federal contracts.



NOTE: Reasonable accommodations for persons with disabilities will be made, if requested at least two weeks in advance. Contact Tom Sheffer, Program Mgr., 5250 Campanile Drive, San Diego, CA 92182-1933 or 619-594-4135 or tsheffer@foundation.sdsu.edu.