

GA Supplier Day 2024

Small Business Program Overview

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General Atomics Small Business Program

Agenda

- Session Overview
- General Atomics (GA) Small Business Program Overview
- GA Small Business Outreach
- Small Business Success at GA
- Supplier Opportunities
- APEX Accelerator Resource
- Q&A

General Atomics Small Business Program

Welcome to General Atomics (GA) Supplier Day 2024.

The session presenters are Zach Baur and Mike Sabellico.

This session is moderated by Kevin Monson.

A short question and answer period will follow the presentation.

General Atomics Small Business Program Team



Mr. Baur joined GA in June 2023, bringing over 10 years of experience in small business advocacy, private sector purchasing, and federal contracting. As a former Peace Corps Volunteer (Panama 2016-2018), he worked to connect small business farmers with available government resources. He is excited to leverage that experience in developing partnerships with small businesses that drive the American economy and support GA's technology solutions to meet the world's energy, defense, and environmental challenges.

Mr. Baur earned a B.B.A. in Managerial Sciences from Georgia State University and a M.S. in Business Analytics from Pepperdine University.

APEX Accelerator



Mr. Sabellico is the Regional Director of the San Diego, Orange, Imperial APEX Accelerator. He is a versatile executive management professional with over 30 years of diverse work experience in leading programs, managing multi-million dollar budgets and assets, and improving quality and processes.

He is a 20-year Veteran of the U.S. Coast Guard with several Command Cadre tours. During his time with the Coast Guard, he gained a significant amount of experience in Maritime and Emergency Response, ranging from Search and Rescue and Maritime counter smuggling efforts to hurricane and natural disaster response. After leaving the Coast Guard, he managed a robust business development program for a San Diego based defense contractor with offices throughout the U.S. In 2010, he launched Vanguard Global Solutions, a Service-Disabled Veteran-Owned Small Business specializing in Homeland Security, Emergency Preparedness, and specialized business consulting focusing on marketing, growth strategy, certifications, and sales.

Mr. Sabellico's government contracting experience in multiple industries provides an exceptional understanding and knowledge base into the challenges faced by small business owners entering government contracting.

General Atomics Small Business Program

Session Overview

Session Overview

An overview of GA's Small Business Program, outreach efforts, success stories, and how to connect with GA as a potential supplier.

Benefits of the U.S. Small Business Program

- **Small businesses drive the U.S. economy¹**
 - 99.9% of businesses are small
 - Employ 45.9% of workers
 - 59 million people
 - 43.5% of Gross Domestic Product (GDP)
 - 39% of private sector payroll
 - 26.5% of federal contracting dollars in FY2022



¹U.S. Small Business Administration Office of Advocacy (2024, July 23). *Frequently Asked Questions About Small Business, 2024*. <https://advocacy.sba.gov/2024/07/23/frequently-asked-questions-about-small-business-2024/>

Program Overview

General Atomics (GA) is proud to support our nation's efforts to provide maximum practicable opportunities to small businesses, veteran-owned and service-disabled veteran-owned small businesses, HUBZone small businesses, small disadvantaged businesses, and women-owned small business concerns to participate in Federal Government acquisitions.

The mission of the GA Small Business Program is to partner with small businesses who can deliver the highest quality products and services on time in support of the products and services we provide to our customers.



SMALL BUSINESS PROGRAM

Call for Small Business Suppliers

Program Overview

SMALL BUSINESS PROGRAM

Our Small Business Commitment

General Atomics (GA) is proud to support our nation's efforts to provide maximum practicable opportunities to small businesses, veteran-owned and service-disabled veteran-owned small businesses, HUBZone small businesses, small disadvantaged businesses, and women-owned small business concerns to participate in Federal Government acquisitions.

Mission of General Atomics Small Business Program

The mission of the GA Small Business Program is to partner with small businesses who can deliver the highest quality products and services on time in support of the products and services we provide to our customers. As part of this mission, we are focused on identifying and cultivating relationships with qualified small businesses that can support GA's solutions to our nation's defense, energy, and environmental challenges; and promoting the participation of these small businesses in GA's federal contracting opportunities.

To lead this mission, GA has appointed Mr. Zachary Baur as the Small Business Liaison Officer. The GA Small Business Office is also supported by Mr. Tal Ferguson, Small Business Specialist. Supplier inquiries, questions and company information can be sent to SB4GA@ga.com

GA is committed to partnering with capable small businesses!

Small Business Outreach

- GA Small Business Program Office is a proud sponsor of
 - National Defense Industrial Association (NDIA) Department of the Navy (DoN) Gold Coast
 - San Diego/Orange/Imperial APEX Accelerator
 - Department of Energy (DOE) Small Business Forum and Expo



Small Business Success at GA

Sierra Circuits

- Minority & Women Owned Small Business, founded in 1986; Sunnyvale, CA
- GA supplier for over 20 years supporting DIIID and Space Systems to deliver printed circuit boards

Beartech Alloys

- Women/Native American Owned Small Business, founded in 1997; Placentia, CA
- GA supplier since 2007 supporting EMALS & AAG programs providing unusual raw materials with complex requirements on schedule with reliable service

Electrolock, Inc.

- Small Business, founded in 1957; Hiram, OH
- GA supplier for 10+ years providing high voltage battery and thermal insulation products with excellent quality and delivery performance

PlastiFab

- Small Business, founded in 1986; San Diego, CA
- Supports CVN-80/81 EMAL programs with a variety of thermoplastic and thermoset compositions
- Excellent quality and delivery performance



Small Business Success at GA

Everson Tesla

- Small Business, founded in 1926; Nazareth, PA
- Supports CVN 78,79,80 ALRE programs with support on final proposal subcontract process

Thomson Lamination

- Small Business, founded in 1964; Maple Shade, NJ
- Supports GA with critical 7Kw brushless generator components with excellent delivery performance

New England Wire Technologies

- Small Business, founded in 1898; Lisbon, NH
- Supports EMAL Linear Motor Subsystem Coil Assemblies, exceptional on-time delivery performance

Scot Forge

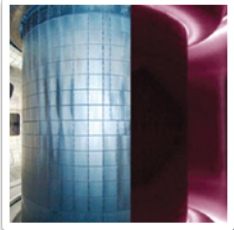
- Small Business, founded in 1893; Clinton, WI
- Supports GA-EMS Undersea and ALRE programs with custom forgings with excellent quality performance



General Atomics Small Business Program

Supplier Opportunities

Supplier Opportunities



Energy

- High-Power Natural Beam Injector Systems
- Electromagnetic Simulations
- Cryogenic Systems
- Vacuum Systems
- Mechanical, Control, & Plasma Systems
- Metrology and Electron Microscopy
- Advanced Diagnostics and Sensors



Defense

- Satellite and Space Systems
- Aircraft Launch and Recovery Systems
- Lithium-ion Fault Tolerant Battery Systems
- Aluminum Power Systems
- High Voltage Capacitors
- Electric Motors and Drives
- Modeling and simulation
- Guidance, Navigation, and Control
- Telemetry and Onboard Instrumentation
- Multi-application Guidance



Commercial

- Advanced Materials
- Deicing Technology
- Advanced Computing
- Capacitors
- Detection & Imaging Products
- Gulftronic Separator Systems
- iSCWO and hazardous Waste Destruction
- Precision Manufacturing
- Motors, Generators, and Drives
- Automation and Robotics
- Nuclear Fission Technologies
- Medical Isotopes
- High-Power Transmission Systems and Components
- Low-Power Transmission Systems

Supplier Opportunities

- To be considered as a GA supplier first review our products and technology to determine if what you sell supports us
- If your products and services match ours, register through our Small Business Registration Portal



Registering Your Small Business with General Atomics

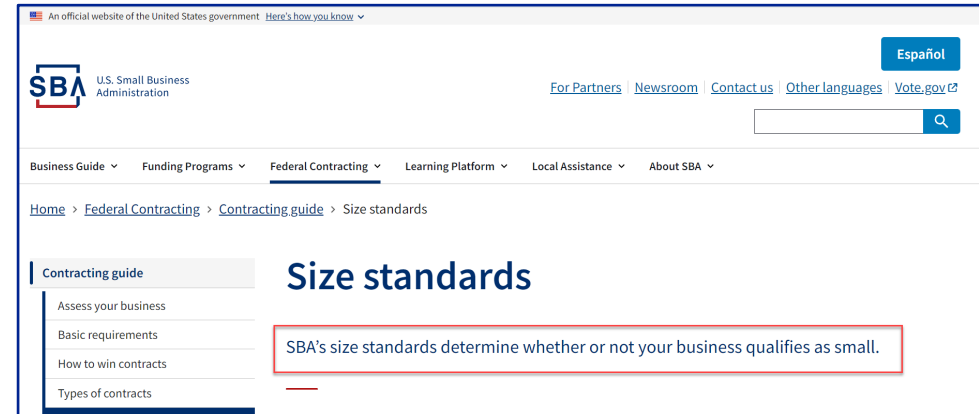
Follow Three Simple Steps:

1. Please review GA's [products and technology](#) to learn more about our core competencies.
2. For specific information on the types of products and services that we consider from small business suppliers, please review the [Small Business Program Flyer](#).
3. If your firm offers products, services, and/or supplies that are complementary to the development and sustainment of the products or services that we offer to our customers, we invite you to initiate an inquiry by registering your business in our Small Business Registration portal.

[Small Business Registration Portal](#)

Supplier Representations and Certifications

- Business size is determined by [NAICS code](#)
 - GA solicitations will include the NAICS code
 - Use SBA Table of Size Standards to determine business size in your proposal
- GA relies upon supplier representation and certifications submitted via the Ariba portal
- HUBZone annual certification must be done in [SAM.gov](#)
- SDVOSB annual certification must be done in SAM.gov effective December 22, 2024



The screenshot shows the SBA website's 'Size standards' page. The page title is 'Size standards' and it is part of the 'Contracting guide' section. A red box highlights the text: 'SBA's size standards determine whether or not your business qualifies as small.' The page includes a search bar, navigation links for 'For Partners', 'Newsroom', 'Contact us', 'Other languages', and 'Vote.gov', and a search bar. The main content area is titled 'Size standards' and includes a sub-section 'Contracting guide' with links to 'Assess your business', 'Basic requirements', 'How to win contracts', and 'Types of contracts'.



The screenshot shows the Federal Register page for a rule titled 'Eliminating Self-Certification for Service-Disabled Veteran-Owned Small Businesses'. The page is published by the Small Business Administration on 06/06/2024. The rule is identified as 'PUBLISHED DOCUMENT: 2024-12252 (89 FR 48266)'. The document headings are 'Small Business Administration', '13 CFR Parts 125 and 128', and 'RIN 3245-A110'. The page includes the National Archives logo and the Seal of the Small Business Administration.

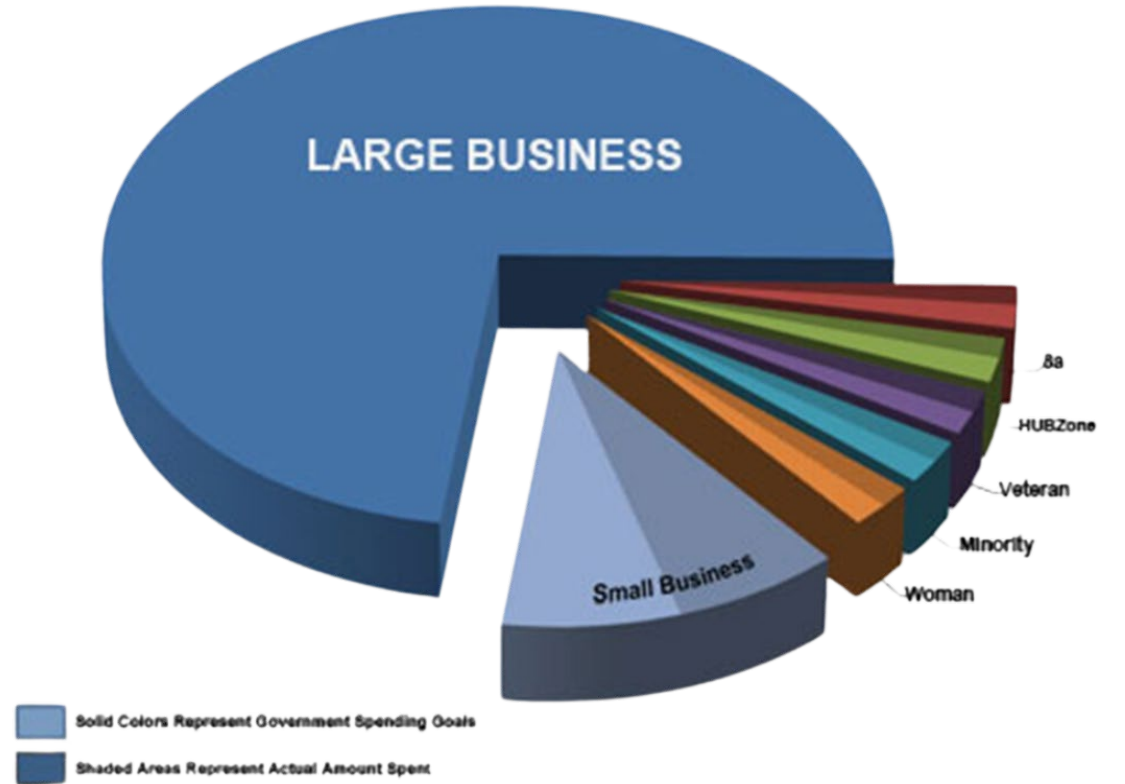
General Atomics Small Business Program

Introduction to APEX Services
Are you Ready for Government Contracting?

Mike Sabellico
Regional Director
msabellico@swccd.edu

APEX's Mission

Assist San Diego, Orange, and Imperial County businesses in learning how to do business with federal, state, and local government agencies at NO COST.



APEX's Services



1-on-1 Counselling +800 businesses/year



Training Webinars: 2900 participants/year



Help with Market Research



Find your APEX Center

aptac Association of Procurement Technical Assistance Centers

Welcome, Guest | Member | [Find a PTAC](#)

HOME ABOUT US GOVERNMENT CONTRACTING ASSISTANCE APTAC PARTNERS PTAC LOGIN CONTACT US

CONTRACTING ASSISTANCE

Find a PTAC

Find a Procurement Technical Assistance Center
Click on the map below or use our PTAC Search Tool to find the Procurement Technical Assistance Center nearest you.

State:

PTACs provide Contracting Assistance – often at no cost – in nearly every state plus the District of Columbia and the territories of Puerto Rico and Guam. Select your state and find the office nearest to you.

Native American PTACs serve native owned businesses doing business with federal, state, local and tribal governments. [Click here](#) to find one.

Government Contracting Help from PTACs

Procurement Technical Assistance Center(PTACs) provide a wide range of government contracting help – most free of charge! Contact your local PTAC for government contracting help with topics such as: Determining Suitability for Contracting: The government marketplace poses unique challenges that ... [Continued](#)

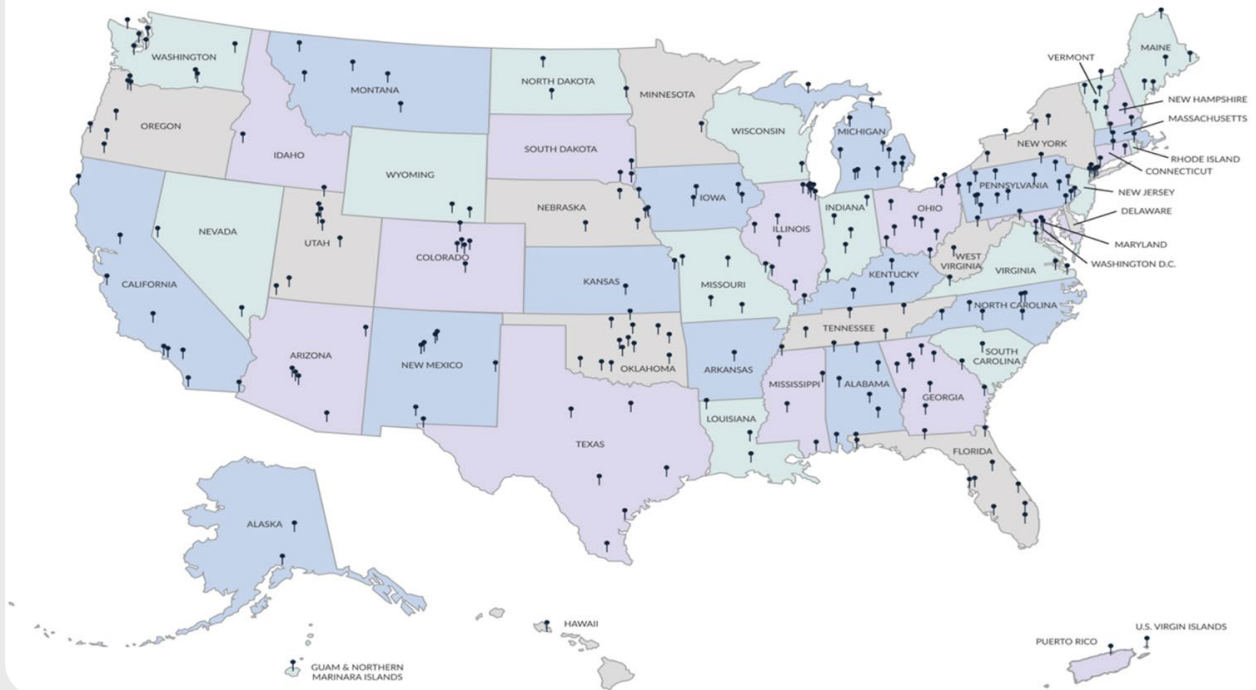
PTAC Training Events

Most PTACs offer a range of training to help you with government contracting, such as: Introduction to Government Contracting: A general overview of how the government buys goods and services. Small Business Certifications: Guidance on how to become certified and ... [Continued](#)

Contracting Resources and Tips

PTAC's offer a wealth of Information and Resources to help you navigate the government marketplace. Below are a few to get you started: GSA's System for Award Management (SAM) – This brief video provides registration tips and helpful links ... [Continued](#)

Our 96+ dedicated APEX Accelerators support our mission on a national scale



APEX's Funding

50%

of funding from
Department of Defense



50%

from local sponsors



97 Centers

like ours across the nation hosted
by other colleges, local/state
government, and nonprofits



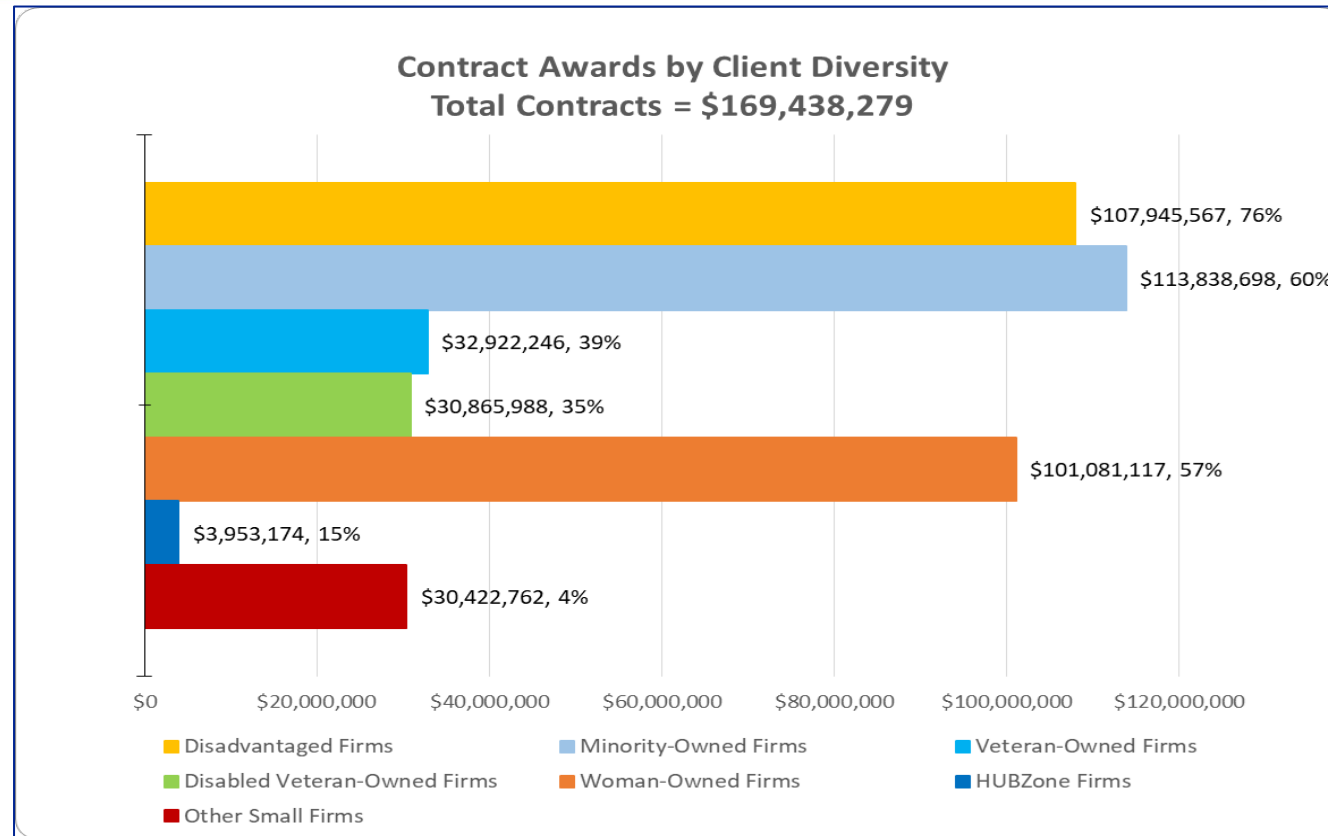
Local Sponsors

SANDAG



This APEX Accelerator is funded in part through a cooperative agreement with the Department of Defense.

Who is APEX Helping?



FY 2023 APEX Annual Report

Learn the Basics

- **Size of the Government Market**
- **Classifying your products and services**
- **Procurement Goals**
- **Small Business Subcontracting Plan**

The Size of The Government Market?

New on USAspending: Unique Entity Identifiers

Beginning in March, UELs will be added to USAspending displays alongside DUNS numbers. [Learn more and find out what changes you'll see on the site.](#)



USASPENDING.gov

Spending Explorer

Award Search ▾

Profiles ▾

Download ▾

Resources ▾

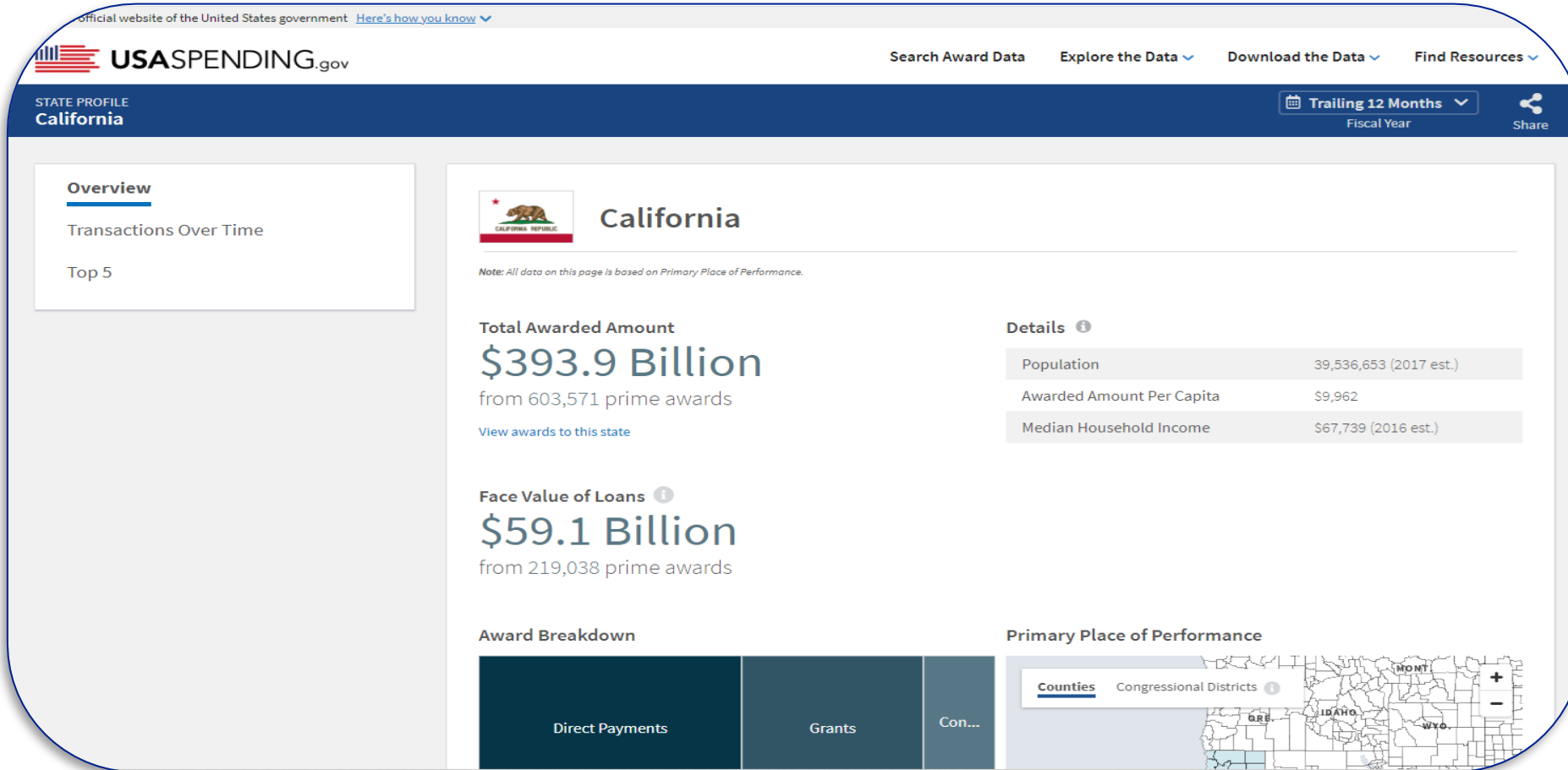
Analyze government spending by recipient

[Start Searching Awards](#)

[Learn about USAspending](#)

USAspending is the official open data source of federal spending information.

Federal Contract Dollars in California



As of Sept. 7, 2023

Classify Your Products/Services

Federal

- **NAICS** – North American Industry Classification System
Used by federal government
www.census.gov/epcd/www/naics.html
- **PSC** – Product & Service Codes
For product, service, or R&D activity purchased by Federal government.
<http://support.outreachsystems.com/resources/tables/pscs/>

State

- **UNSPSC** – United Nations Standard Products & Service Code
Used by CA Dept of General Services (DGS)
<http://www.unspsc.org/>

Find your 2022 NAICS Codes

The screenshot shows the homepage of the North American Industry Classification System (NAICS) website. At the top left is the U.S. Census Bureau logo. The main heading is "North American Industry Classification System". Below this is a navigation menu with buttons for "Main", "History", "Development Partners", "Federal Register Notices", "FAQs", "Reference Files", and "NAICS".

The "NAICS Search" section on the left contains three search boxes, each with a "Go" button. The first box is labeled "2022 NAICS Search", the second "2017 NAICS Search", and the third "2012 NAICS Search".

The "Introduction to NAICS" section on the right contains the following text:
Introduction to NAICS
The North American Industry Classification System (NAICS) is the standard used by Federal statistical agencies in classifying business establishments for the purpose of collecting, analyzing, and publishing statistical data related to the U.S. business economy.
NAICS was developed under the auspices of the Office of Management and Budget (OMB), and adopted in 1997 to replace the [Standard Industrial Classification \(SIC\) system](#). It was developed jointly by the [U.S. Economic Classification Policy Committee \(ECPC\)](#), [Statistics Canada](#), and Mexico's [Instituto Nacional de Estadística y Geografía](#), to allow for a high level of comparability in business statistics among the North American countries.
This official U.S. Government Web site provides the latest information on plans for NAICS revisions, as well as access to various NAICS reference files and tools. Additional information on the background and development of NAICS is available in the [History](#) section of this Web site.

At the bottom, there are three main sections: "2022 NAICS Manual" (with a logo), "Reference Files" (with links for "2022 NAICS" and "2017 NAICS"), and "Announcements" (with a date "September 14, 2023" and a link "NAICS Update Process Fact Sheet is no..."). A "Is this page helpful?" survey is also visible in the bottom right corner.

[North American Industry Classification System \(NAICS\) U.S. Census Bureau](#)

Federal Small Business Definitions

- **Federal – Small Business Administration (SBA)**

Size standards differ by NAICS code and a company can be large AND small.

<https://www.sba.gov/document/support--table-size-standards>

The screenshot shows the SBA website's 'Table of size standards' page. The header includes the SBA logo and navigation links like 'Business Guide', 'Funding Programs', and 'Federal Contracting'. The main content area features the title 'Table of size standards' and a brief description: 'SBA's table of small business size standards helps small businesses assess their business size.' Below this, there is a 'Download .pdf' button and a note about the file size (971KB).

Sector 23 – Construction			
NAICS Codes	NAICS Industry Description	Size standards in millions of dollars	Size standards in number of employees
236115	New Single-family Housing Construction (Except For-Sale Builders)	\$45.0	
236116	New Multifamily Housing Construction (except For-Sale Builders)	\$45.0	
236117	New Housing For-Sale Builders	\$45.0	
236118	Residential Remodelers	\$45.0	
236210	Industrial Building Construction	\$45.0	
236220	Commercial and Institutional Building Construction	\$45.0	
237110	Water and Sewer Line and Related Structures Construction	\$45.0	
237120	Oil and Gas Pipeline and Related Structures Construction	\$45.0	
237130	Power and Communication Line and Related Structures Construction	\$45.0	
237210	Land Subdivision	\$34.0	
237310	Highway, Street, and Bridge Construction	\$45.0	
237990	Other Heavy and Civil Engineering Construction	\$45.0	
237990	Dredging and Surface Cleanup Activities ²	\$37.0	
(Exception) 238110	Poured Concrete Foundation and Structure Contractors	\$19.0	
238120	Structural Steel and Precast Concrete Contractors	\$19.0	
238130	Framing Contractors	\$19.0	
238140	Masonry Contractors	\$19.0	
238150	Glass and Glazing Contractors	\$19.0	
238160	Roofing Contractors	\$19.0	
238170	Siding Contractors	\$19.0	

Sectors of Gov & Certifications by Sector

Federal

- WOSB
- HUBZone
- SDVOSB*
- SDB 8(a)*

State

- SB
- DVBE

City

- SLBE
- ELBE

Other

- CUPC
- CPUC
- DBE**

***Small Disadvantaged Business (SDB):** There is an option to self-certify as a SDB during the SAM.gov registration process, if appropriate.

** **Disadvantaged Business Enterprise (DBE):** Federal certification in California managed by CalTrans.

Government Procurement Goals For SB's

Federal

- 23% for Small Businesses Primes*
- 5% of prime/subcontracts for **WOSBs**
- 3% of prime contracts for **HUBZone**
- 5% of prime/subcontracts **SDVOSBs**
- 5% of prime/subcontracts for **SDBs****

**Depending on the agency 5-65%*

State

- 25% to Small Businesses (**SB & Micro**)
- 3% to Disabled Veteran Business Enterprises (**DVBE**)

California Proposition 209 (1996) amended the State constitution to prohibit State government institutions from considering race, sex, or ethnicity, specifically in the areas of public employment, public contracting or public education.

www.sba.gov/document/support--agency-contracting-goals

Register & Get Certified

- **Register in SAM.gov (Federal)**
- **Get your UEI-Unique Entity Identification & CAGE Code**
- **Complete your SBA Profile (DSBS)**
- **Register & get certified with the State of CA & Local Government**

Register in SAM.gov

The screenshot displays the SAM.gov homepage. At the top left is the SAM.GOV logo. At the top right, a badge states "Official U.S. Government Website 100% Free". The main content area is divided into two columns. The left column, titled "The Official U.S. Government System for:", lists several services: Contract Opportunities, Contract Data (with a note "(Reports ONLY from fpds.gov)"), Wage Determinations, Federal Hierarchy (Departments and Subtiers), Assistance Listings, Entity Information (Entities, Disaster Response Registry, Exclusions, and Responsibility/Qualification (was fapiis.gov)), and Entity Reporting (SCR and Bio-Preferred Reporting). The right column, titled "Register Your Entity or Get a Unique Entity ID", includes the text "Register your entity or get a Unique Entity ID to get started doing business with the federal government." and three buttons: "Get Started", "Renew Entity", and "Check Entity Status". Below this is a search bar with the text "Already know what you want to find?", a dropdown menu for "Select Domain...", and a search input field containing "e.g. 1606N020Q02". At the bottom, there are two sections: "Announcements" on the left and "Have Questions about SAM.gov?" on the right.

<https://SAM.gov>

Federal Small Business Self-Certifications

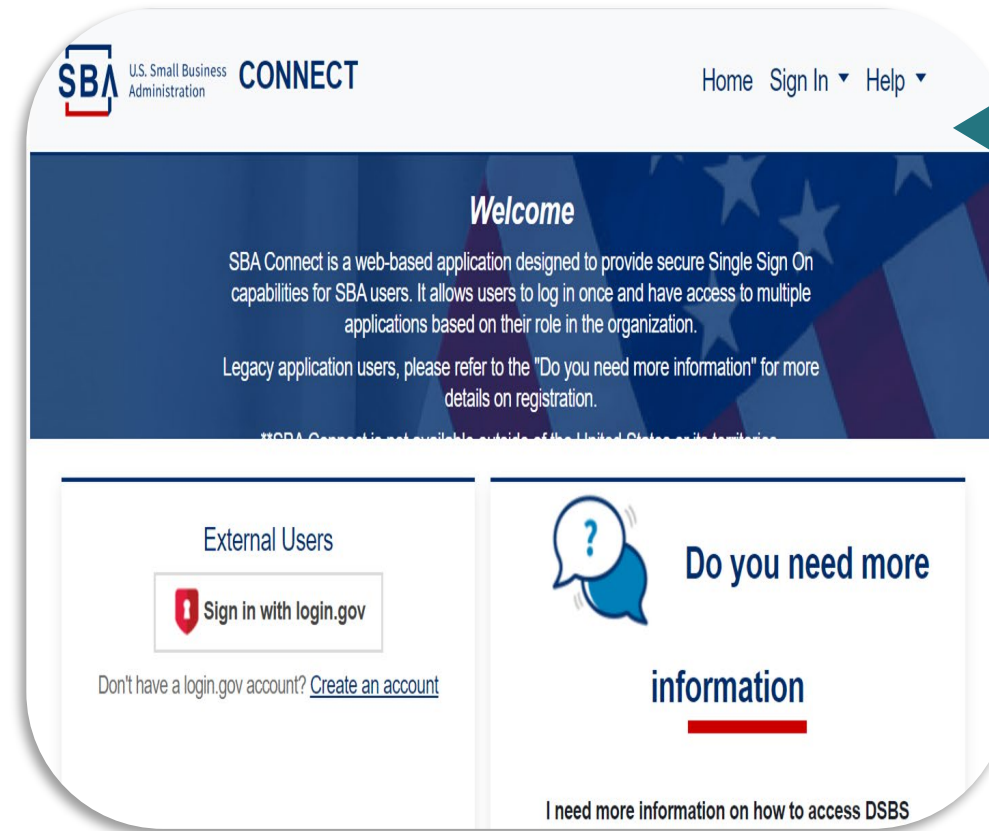
Federal Certifications



- **SB:** Small Business
- **SDB:** Small Disadvantaged Business
- **WOSB:** Women-Owned Small Business
- **8(a):** Business Development Program
- **HUBZone:** Underutilized Business Zones
- **VOSB:** Veteran
- **SDVOSB:** Service-Disabled Veteran

Complete your DSBS Profile on Connect.sba

- Request access to DSBS at connect.sba.gov
- Use your UEI and business bank account to link SAM Entity information
- Access to profile will be granted within 48 hours



**** The same login used for SAM will be used to access this site**

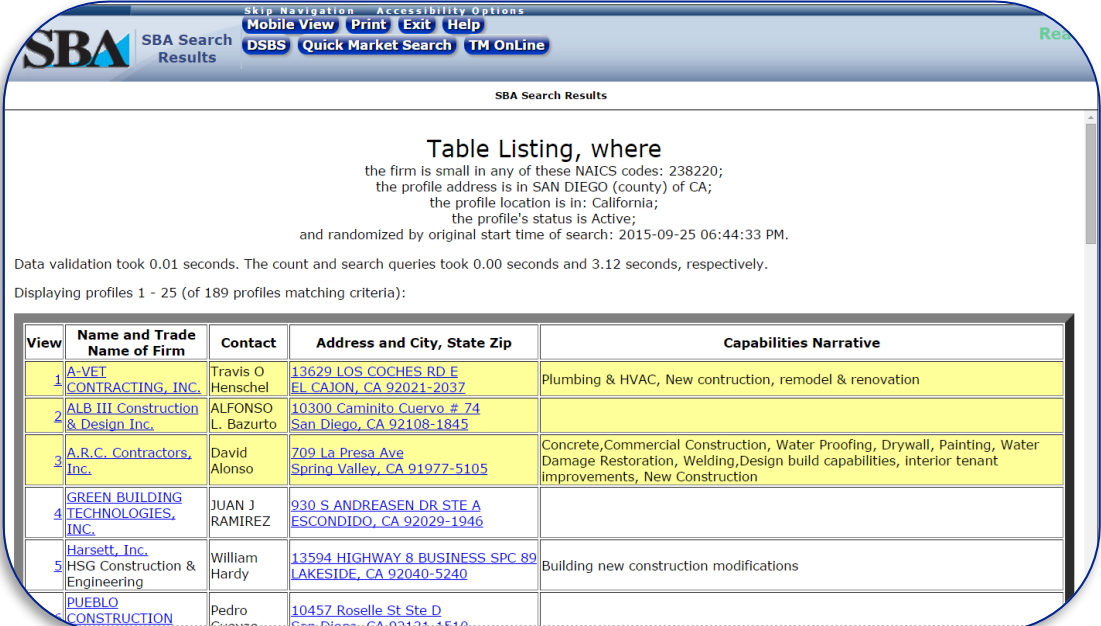
<https://connect.sba.gov>

SBA DSBS Supplemental Information Needed

- Capability Narrative
- Non-Federal Certifications
- Keywords for searches
- References / Past Performance
- Quality Assurance Standards (if applicable)
- Contracting Officers may use this to find you and will vet you once considered for a contract
- DSBS can use this to find partners/subs

View your SBA Profile at DSBS

- **Wait 1 – 3 days**
- No login needed to view
- No changes can be made at this website
- All data is imported from the SBA Supplemental pages
- Search for partners / competitors



SBA Search Results

Table Listing, where
the firm is small in any of these NAICS codes: 238220;
the profile address is in SAN DIEGO (county) of CA;
the profile location is in: California;
the profile's status is Active;
and randomized by original start time of search: 2015-09-25 06:44:33 PM.

Data validation took 0.01 seconds. The count and search queries took 0.00 seconds and 3.12 seconds, respectively.

Displaying profiles 1 - 25 (of 189 profiles matching criteria):

View	Name and Trade Name of Firm	Contact	Address and City, State Zip	Capabilities Narrative
1	A-VET CONTRACTING, INC.	Travis O Henschel	13629 LOS COCHES RD E EL CAJON, CA 92021-2037	Plumbing & HVAC, New construction, remodel & renovation
2	ALB III Construction & Design Inc.	ALFONSO L. Bazurto	10300 Caminito Cuervo # 74 San Diego, CA 92108-1845	
3	A.R.C. Contractors, Inc.	David Alonso	709 La Presa Ave Spring Valley, CA 91977-5105	Concrete, Commercial Construction, Water Proofing, Drywall, Painting, Water Damage Restoration, Welding, Design build capabilities, interior tenant improvements, New Construction
4	GREEN BUILDING TECHNOLOGIES, INC.	JUAN J RAMIREZ	930 S ANDREASEN DR STE A ESCONDIDO, CA 92029-1946	
5	Harsett, Inc. HSG Construction & Engineering	William Hardy	13594 HIGHWAY 8 BUSINESS SPC 89 LAKESIDE, CA 92040-5240	Building new construction modifications
	PUEBLO CONSTRUCTION	Pedro	10457 Roselle St Ste D San Diego, CA 92121-4510	

https://dsbs.sba.gov/search/dsp_dsbs.cfm

Register and Become Certified State of CA

California State Government Marketplace
Your home for California's State Procurement and Certification Programs

California State Contracts Register (CSCR)
Search Bid Opportunities Q START SEARCH

How do I...

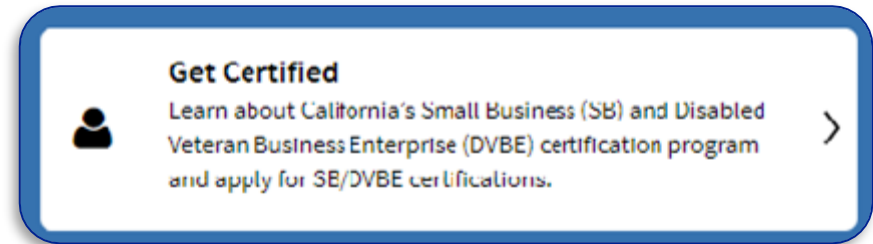
- Sell to the State**
Register in Cal eProcure to receive bid notifications. Search for bid opportunities in the California State Contracts Register (CSCR).
- Get Certified/Search for SB/DVBE**
Learn about California's Small Business (SB) and Disabled Veteran Business Enterprise (DVBE) certification program, apply for SB/DVBE certifications, and search for certified SB/DVBE firms.
- Find Public Procurement Information**
Access records on what state agencies have purchased. Search for SB/DVBE suppliers, state contracts and bid opportunities.
- Find Training and Resources**
Learn how to do business with the state of California. Access training resources, watch instructional videos, attend an outreach event.

CA.GOV Cal eProcure Home

<https://caleprocure.ca.gov/pages/index.aspx>

State Certifications

- Certify through Cal eProcure
- SB - Small Business
 - SB-PW- for Public Works
 - MB - Micro Business
- DVBE - Disabled Veteran Business Enterprise



Certification Required Documents & Info

- Federal Tax Returns for three most recent tax years
- Federal Employee Identification Number (FEIN)
- Secretary of State Number
- Home Address of officers, members, managers, and partners
- Contractors State License Board Number
- Keywords describing your business activities
- Banking information
- Corporate information
- Possibly site visit



Create a Capabilities Statement, Start Marketing & Building Relationships

- **Identify your target agencies**
- **Create your Capabilities Statement**
- **Reach out to them and build relationships**
- **Network, Network, Network**

Market Research -Identify Target Agencies

- While researching government opportunities, start building a list of target government customers
- Be selective. Choose target customers that:
 - are a good fit
 - purchase your product often
 - have opportunities you can handle
- Don't forget about subcontracting opportunities
- See our list of website resources

Find Unadvertised Opportunities

- **Data Mining & Marketing**

- o Find contracting representatives & primes via solicitations & award notifications at SAM.gov and similar sites for state and local contracting

- **Credit Card/Micro purchasing**

- o Ask for Points of Contact

- **Streamlined acquisition, Federal**

- o \$10k -\$25k, 2 –3 quotes

- **MAC IDIQ-Multiple Award Contract Indefinite Delivery Indefinite Quantity**

- o Contracts with restricted bidding
 - o GSA Schedule, Seaport-e, CMAS

Marketing-Create a Capabilities Statement

A resume for your company.

Include:

- Small Business certifications
- UEI & CAGE
- NAICS
- Licenses
- Registrations
- Company Overview
- Products & Services
- Differentiators
- Contact Information
- Past Performance or Customers



Contact: Tony Gudino
Phone (619) 690-0000
Fax (619) 426-2400
416 Broadway, Chula Vista, CA 91910
www.AlcatrazLocksmith.com
admin@alcatrazinc.com

CAPABILITIES STATEMENT

COMPANY
Alcatraz Locksmith has been serving San Diego since 1995. Alcatraz is a full service locksmith company with over 25 years experience. From the beginning we have focused on delivering quality service at competitive rates. We only use quality products and brands that have a proven themselves in the industry. Alcatraz welcomes the opportunity to earn your business.

WHAT SETS US APART FROM THE COMPETITION
Alcatraz Locksmith is available 24 hrs. We have a full service facility with 2,600 sq. ft. filled with state of the art equipment and machinery. Our mobile units are equipped with the most accurate code cutting and key duplication equipment in the industry. Our Technicians are highly trained, fully licensed and undergo continuous training in the latest technologies of: Automotive, Commercial and Safe work.

CONTRACTING HIGHLIGHTS
Alcatraz has been an AAA Independent Contact Station for over 10 years. We are one of (3) Locksmith companies that qualify in San Diego County. Along with that we have an A+ rating with the BBB and have also been a member for many years.

- PARTIAL LIST OF CLIENTS**
- AAA Auto Club
 - AM/PM (Arco)
 - Berkshire Hathaway
 - CVS
 - Fresenius Medical
 - Gatlan Develop.
 - Little Caesars Pizza
 - Olive Garden
 - PetSmart
 - Red Lobster
 - Prudential Realty
 - Walmart

- SERVICES**
- Keyless Entry Systems
 - Lock Replacement
 - Safe Servicing
 - Auto Transponders
 - Code Cut Keys
 - Exit Devices
 - Desk Locks
 - File Cabinet Locks
 - Ignitions Replaced
 - Key Extractions
 - Master Key Systems
 - Deadbolts Installed
 - Locks Rekeyed
 - Factory Remotes
 - I/C Cores Serviced
 - Door Closers
 - Locks Repaired
 - Padlocks
 - Laser Cut Keys
 - Lock-Outs

CONTRACTING DATA
DUNS #012111616
CAGE CODE #76ND3
SAM SDB
SLBE & ELBE #14AL1189
CA DGS SB/MICRO
1583260
CA LICENSE LCO #3145
HUBZONE

NAICS CODES
561622 - Locksmiths
332510 - Hardware
811490 - Maintenance

INSURANCE
General Liability: \$2 Million
Workers Comp: \$1 Million
Automotive: \$1 Million

Final Thoughts

Our recommendations:

- Strong business plan
- Know your target market
- Attend more webinars
- Strong cash flow, LOC, loan or other financing (to cover expenses for 2-4 months)
- Network, Network, Network!
- Be patient & persistent!



In Person

Doing Business With San Diego Unified School District (SDUSD)
Tuesday, November 19



Register at: <https://sdcoc.ecenterdirect.com/events/>

Connect with APEX

Website: apexsocial.org

Social Media: [@apexsocialorg](https://www.instagram.com/apexsocialorg)



Sign up for Business Counseling

In San Diego, Orange, and Imperial Counties:

<https://sdcoc.ecenterdirect.com/signup>



If already a client, request an appointment at:

swcapexsocal@swccd.edu



If located elsewhere, please locate a center:

<https://www.aptac-us.org/find-a-ptac/?state=#>

Must Fill Out Application

Information

📅 Training Events

Thank you for your interest in our program's services!

Please note: Our services are limited to provide assistance to small businesses with offices located within San Diego/Orange/Imperial Counties, to locate a center in your area please visit <http://www.aptac-us.org/find-a-ptac/>

To begin, please enter your e-mail address and name below. If you already have an eCenter login account, please enter your e-mail address and password above.

Thank you for your patience!

New Account

First name:

Last name:

Email:

Password:

Please **note** that other programs, such as SBDCs, WBCs, etc., use similar intake applications. The data is not shared within programs; each program requires an intake.

<https://sdcoc.ecenterdirect.com/signup>

General Atomics Small Business Program

Thank you

Questions?