

# Attain | It

Diverse. Driven. | Delivered.



**FDA Office of Acquisitions and  
Grants Services (OAGS)  
2018 FDA HUBZone Fair  
Monday, June 25th, 2018**

# Attain | It

Diverse. Driven. | Delivered.



## Small Enterprise

## Large Mission

# Contracting Community

**Over \$17.5m**

**Awarded to AttainIt by FDA Since 2010**

THANK YOU



# About Us

AttainIt is a nationally recognized Small Business, adding value to customer operations and communities.

We are a wholesale supplier of products with a focus on scientific research laboratory equipment and supplies, industrial supplies and electric vehicles.

We help scientists and facilities managers find the right product, at the right time utilizing the best contract vehicles to reduce direct and indirect costs.

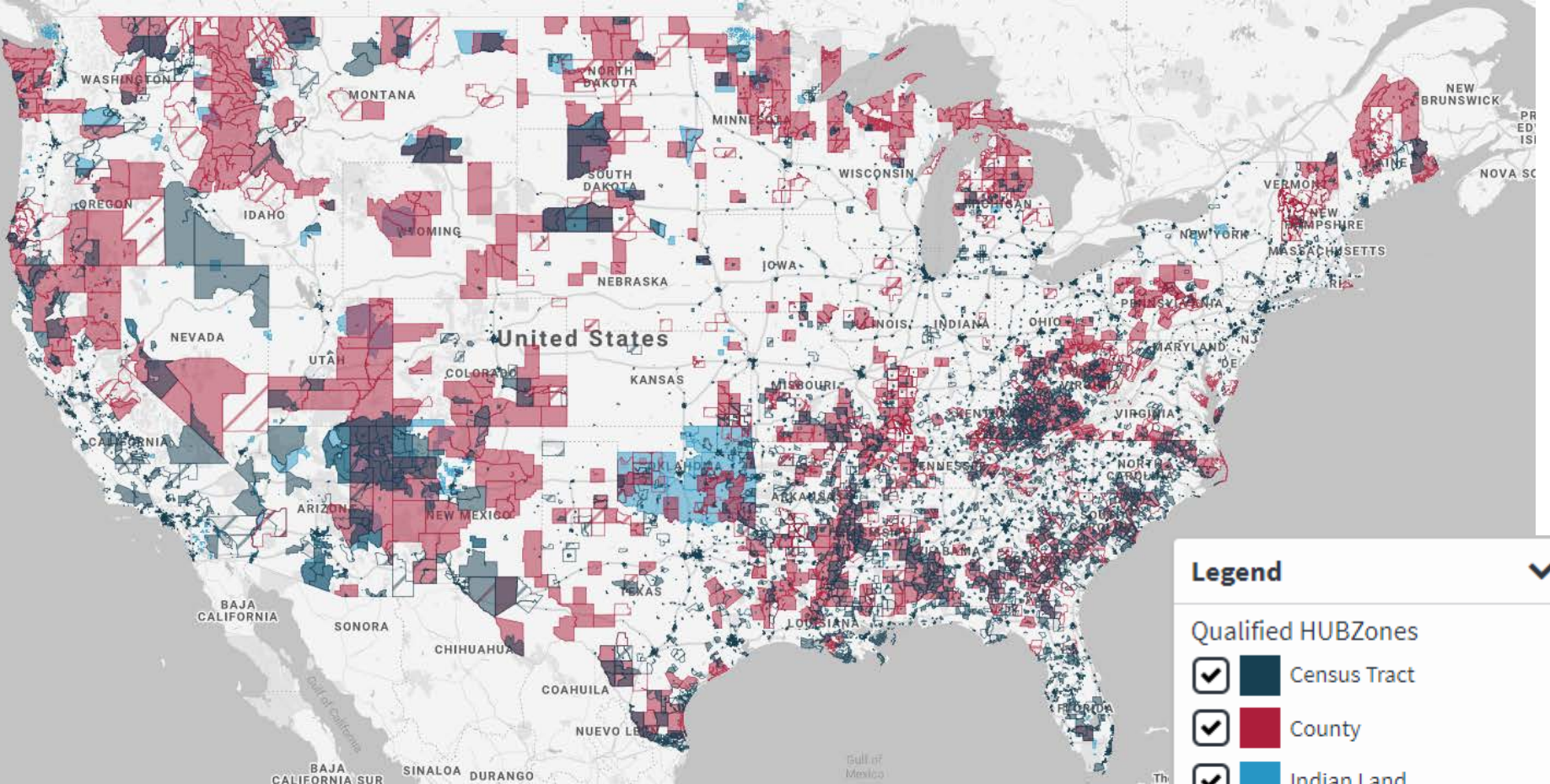
# Certifications

- ✓ Economically-disadvantaged, woman-owned small business
- ✓ Small disadvantaged business
- ✓ Certified HUBZone firm



# HUBZone Maps

## Program Certification Requirements



**Legend** ▼

Qualified HUBZones

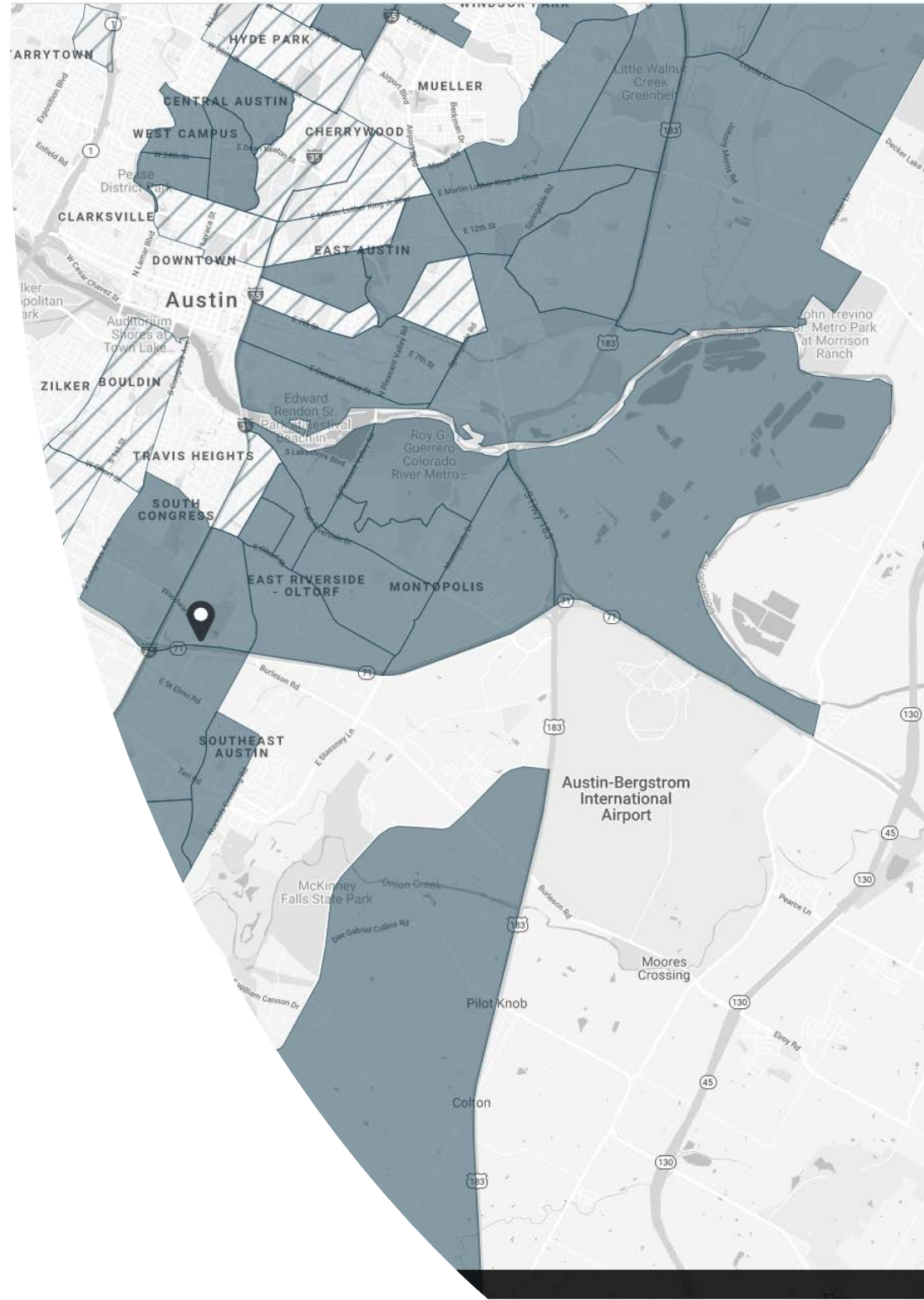
- Census Tract
- County
- Indian Land

Expiring HUBZones

- Redesignated
- Disaster Area
- Closed Base Area

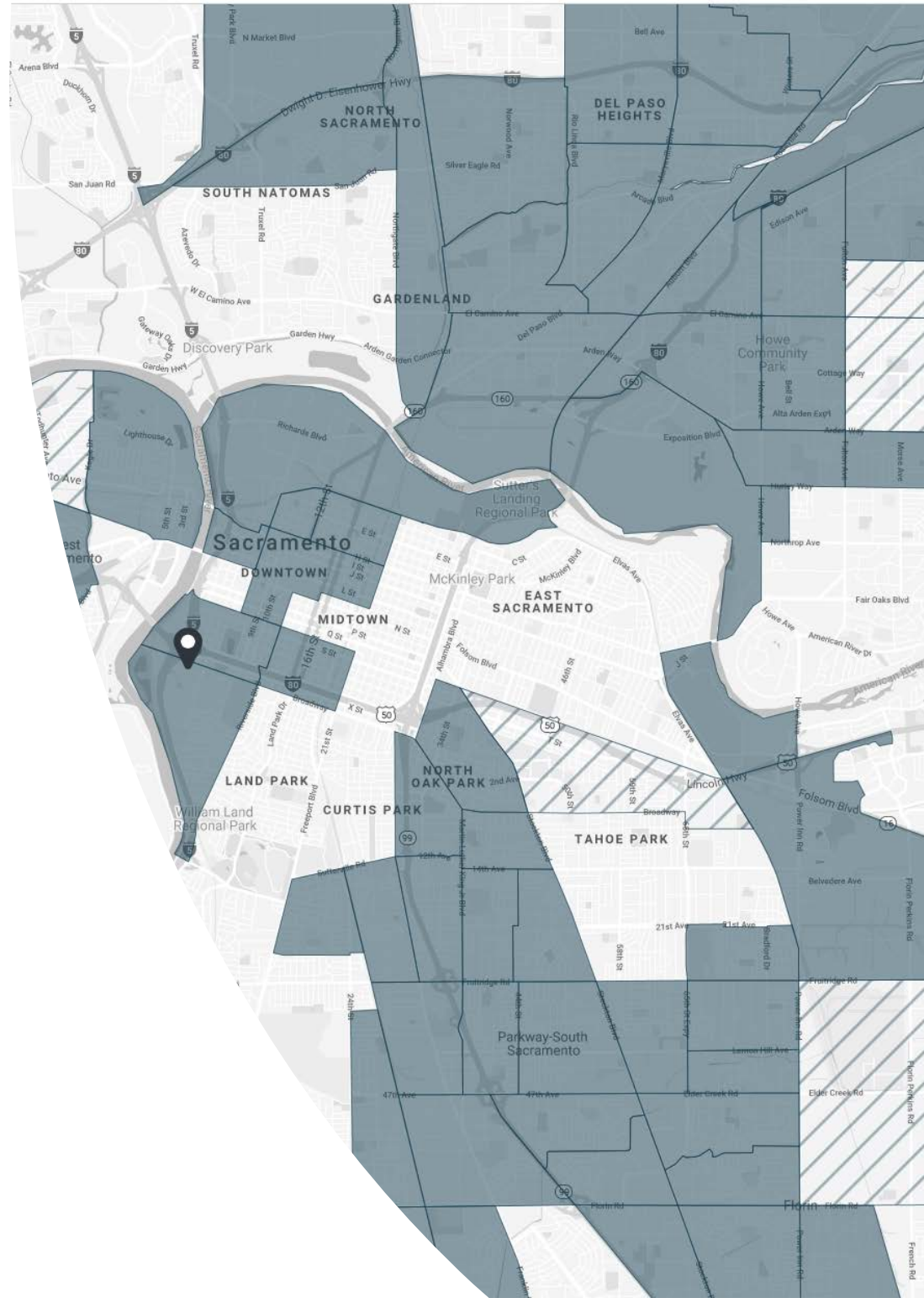
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# Austin, TX - HQ



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# Sacramento, CA - Branch





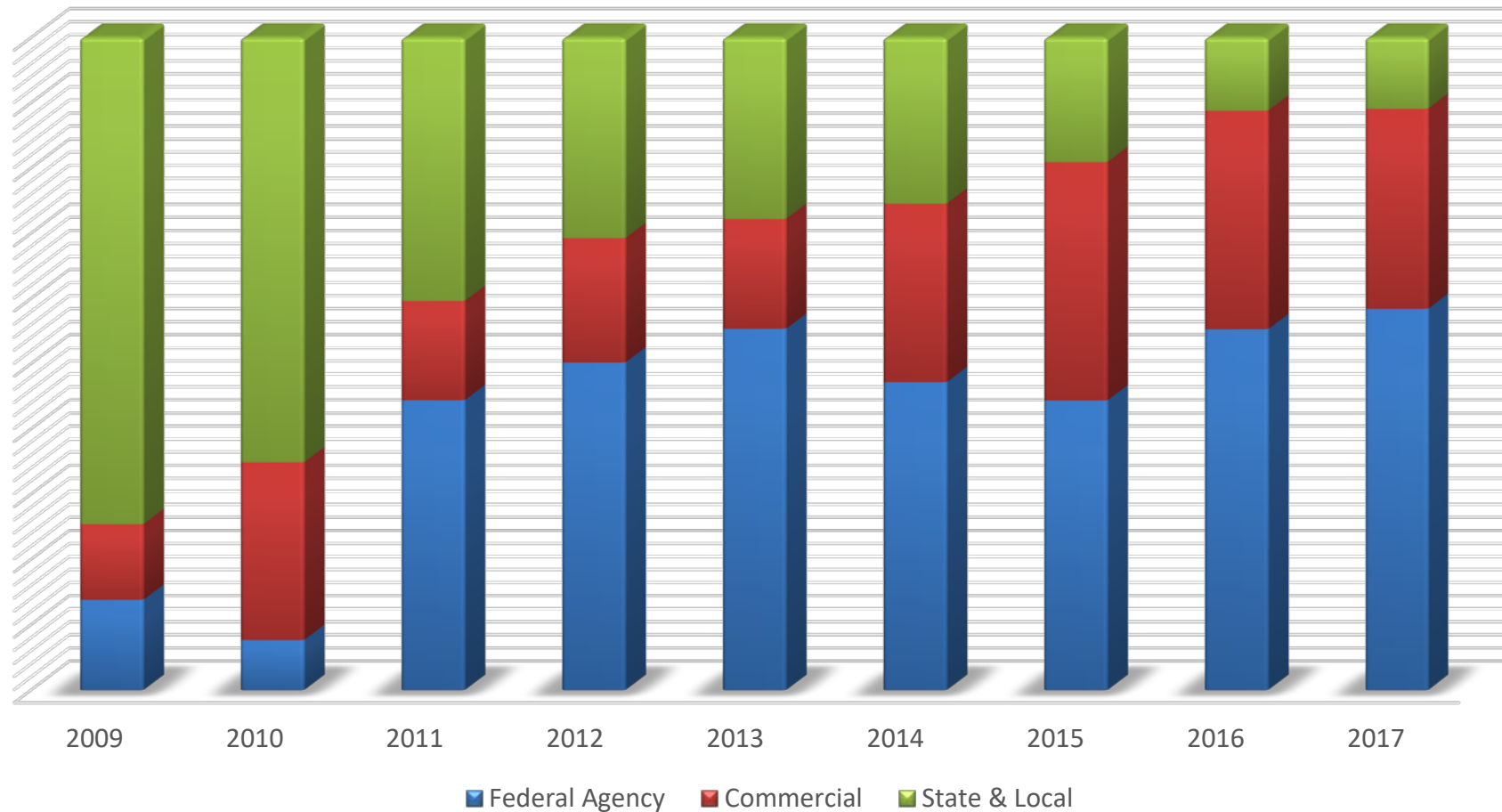
# Experienced Small Business

- In business since 2001
- 35+ Federal Agencies
- 70+ Federal Prime Contractors
- 10+ States and local governments
- 10+ Formal distributor agreements
- Over 150,000 products on government, multiple-award contracts

# Economic Impact

## Government Contracting

AttainIt Gross Revenue



# Impacting our Community



**WOMEN'S  
EMPOWERMENT**

*Ending homelessness one woman – one family – at a time!*

[Home](#) [About Us](#) [Our Programs](#) [Donate](#) [Volunteer & Take Action](#) [Hire a Graduate](#) [News & Events](#)

**We Can Do It!**

**Join  
Team Rosie!**

Become a monthly donor and join our team!

MAKE A DONATION *Today* TO HELP END HOMELESSNESS!

[DONATE NOW](#)

Women's Empowerment educates and empowers women, who are homeless, with the skills and confidence necessary to secure a job, create a healthy lifestyle, and regain a home for themselves and their children.

Located in Sacramento, CA, our mission was created by homeless women expressing their needs and a community coming together with a desire to end homelessness—for good.

In 2015, Women's Empowerment was featured on *The Today Show*. [Watch the clip by clicking here.](#)

CONNECT WITH US



LIKE US ON FACEBOOK

Inspiring stories, ways to get involved, and more!



FOLLOW US ON TWITTER

Tweet tweet!



Dawn Hall with Mentor  
Pamela Isabel, 2015

# First WOSB Sole Source Award

- January 2016 the Department of Homeland Security (DHS) Transportation Security Administration (TSA) needed to purchase five eco-friendly Polaris GEM electric vehicles for the Miami International Airport.
- “We are thrilled that our efforts to educate our staff, suppliers and customers about the sole source tool paid off,” says Dawn Hall, AttainIt President & CEO.



# Employee-centric Benefits

- ✓ AttainIt pays 100% of employee health, dental and vision insurance premiums.
- ✓ AttainIt has a 401(k) program with employer sponsored match.
- ✓ Employees are given flexible work schedules to accommodate school schedules.
- ✓ Employees are offered opportunity to telecommute around important life events (family illness, death and births, young children).
- ✓ Employees are encouraged to volunteer and paid for their time while volunteering.
- ✓ Provide healthy snacks and beverages to employees, especially during stressful fiscal year end periods.



Teana Sweeney, AttainIt employee at Graduation



Sparkell Freeman, AttainIt employee and nursing student

# Work/Life/Family Balance

- Flexible schedules for parents to accommodate school events and parenting, including telecommuting.
- Bring your pet to work! Employees are allowed to bring pets into the office.
- Flexible schedule for caregivers – allow flexible schedules and telecommuting for end of life caregivers.
- AttainIt sponsored exercise – personal trainer to provide on-site workouts for staff.
- On the job training for all employees to allow them access to greater responsibility and economic opportunity.



# Diversity



**AttainIt Team Photo 2017**

*"Diversity isn't just about gender or race, it's also about diversity of background and mindset." - [Shelley Zalis](#)*



# Enabling Employees Growth

- AttainIt challenges every employee to better themselves both personally and professionally.
- AttainIt recruits employees from SBA designated HUBZones and provides on-the-job training. AttainIt does not require employees maintain HUBZone status as condition of employment.
- AttainIt continually coaches and cross-trains employees to identify strengths; and provide employees with opportunities to advance and gain greater economic rewards.
- If AttainIt employee seeks opportunities outside of our company, we assist employees in updating their resumes, preparing for job interviews, and provide references.



# Employees Serving the Community



# Mentorship

## Mentors Echelon Distribution

"I have a tremendous debt of gratitude for everything Dawn and AttainIt have helped me with...not only with the opportunities I have in front of me now, but providing guidance on business development and strategy. She and AttainIt have been an unbelievable help!"

*Steve Nodes, President*



## Mentors Employees

"Ms. Hall embodies traditional leadership skills like honesty, communication, confidence, commitment and positive attitude. In addition, Ms. Hall came from humble beginnings, and she has not forgotten her struggle or her roots. She continually challenges every employee to do their best and strive to be better both personally and professionally. One of the best examples is that Ms. Hall hires employees who live in a HUBZone and provides on-the-job training and teaches them what they need to know to excel and gain additional skills. Then she continues coaching and cross-training to identify their strengths and provide them with the opportunity to grow. In Ms. Hall's eyes, everyone is equal and deserves a chance." *Kristina Calderon, AttainIt Employee and Women's Empowerment Center graduate*

"I started in billing and was progressively given more responsibility to pinch hit in different roles. There are a lot of cross-training opportunities. I've learned a lot about responsibility, personally and professionally from Ms. Hall." *Anita Goodlow, AttainIt Employee*



"I know from graduates of Women's Empowerment, as well as AttainIt's other employees that she is a caring employer who ensures her employees continue to grow and learn. She instills confidence, loyalty and respect in each and every employee and is the first to help if an employee is facing obstacles in life. Dawn is no stranger to challenges and often shares her story of triumph with others so they know what they are capable of." *Lisa Culp, Women's Empowerment Center, Executive Director*

# Past Performance

- AttainIt has provided scientific research instrumentation and supplies since 2008, building relationships with manufacturers and distributors to provide scientific solutions to researchers.
- Because of our multiple relationships, we are uniquely positioned to help agency staff to identify relevant instrument solutions and perform market research functions to ensure the instrument meets required specifications for laboratory analysis.
- We have processed **over 1,500 orders** and **\$68m** for federal government customers buying scientific research instrumentation for their laboratories including **Department of Defense, Food & Drug Administration, Department of Agriculture** and **National Institutes of Health**. We also work with state and municipal laboratories including **Texas Department of Public Safety** and **Ft. Worth Water laboratory**.
- AttainIt maintains three federal supply schedule contracts:
  - GSA Schedule Contract GS-07F-0092W, Award November 2009 \*
  - GSA Schedule Contract GS-07F-0099W, Award November 2009
  - GSA Schedule Contract GS-30F-0037X, Award September 2012
- ***\*FY16 AttainIt recorded \$11.3m in sales on GS-07F-0092W Schedule 66 (highest revenue by ED-WOSB on Federal Supply Schedule 66)***

# Past Performance Prime Contracts

Since 2004, AttainIt has been awarded **over 2,500** prime contract actions for **over \$95m** by federal agencies.

## Top 10 Contracting Agency by Total Action Obligation

Contracting Agency	# of Contracts	Value of Action Obligation (\$)
DEPT OF THE ARMY	284	\$20,847,168.41
FOOD AND DRUG ADMINISTRATION	221	\$17,550,493.05
VETERANS AFFAIRS, DEPARTMENT OF	532	\$10,370,186.89
DEPT OF THE AIR FORCE	97	\$10,079,466.64
DEPT OF THE NAVY	144	\$4,834,623.12
NATIONAL INSTITUTE OF STANDARDS AND TECHNOLOGY	103	\$3,302,559.21
NATIONAL INSTITUTES OF HEALTH	93	\$3,217,626.11
NATIONAL AERONAUTICS AND SPACE ADMINISTRATION	45	\$2,572,721.45
AGRICULTURAL RESEARCH SERVICE	161	\$2,195,534.08
U.S. CUSTOMS AND BORDER PROTECTION	27	\$1,890,125.89

Source: *fpds.gov as of December 6, 2017 Top 10 Contracting Agencies, see addendum for full report.*



# HUBZone Program Your Commitment



U.S. Department of Health and Human Services



**U.S. FOOD & DRUG  
ADMINISTRATION**


## Benefits of the HUBZone Program

- The program's benefits for HUBZone-certified companies include:
  - Competitive and sole source contracting
  - 10% price evaluation preference in full and open contract competitions, as well as subcontracting opportunities.
- The federal government has a goal of awarding 3% of all dollars for federal prime contracts to HUBZone-certified small business concerns.

# Hard but Worth the Effort

**SMALLBUSINESS** DASHBOARD ADVANCED SEARCH

Home | Data Feeds | FAQs | Feedback

Small Business Contracts 
 Show only Recovery Act Contracts 
  
 [Report Data Issues](#)

### Government-wide Overall

Goal Category	Eligible Dollars <sup>?</sup>	Actual Dollars	Goal %	Actual %
Small Business	\$221.2B	\$49.8B	23 %	22.51 %
Small Disadvantaged Business	\$221.2B	\$18.1B	5 %	8.17 %
Women Owned	\$221.2B	\$9.2B	5 %	4.14 %
Service Disabled Veteran Owned	\$221.2B	\$8.4B	3 %	3.82 %
Certified HUBZone Small Business	\$221.2B	\$3.3B	3 %	1.5 %

### By Agency

Agency Name	Eligible Dollars <sup>?</sup>	Small Business		Socio Economic			
		Goal (%)	Actual (%) (Dollars)	SDB (Goal 5%)	WOSB (Goal 5%)	HUB Zone (Goal 3%)	SDVO (Goal 3%)
Department of Health and Human Services	\$11.9B	-	22.12 % (\$2.8B)	10.02 % (\$1.2B)	5.75 % (\$683.4M)	0.86 % (\$101.8M)	1.66 % (\$197.3M)

We can...

**AttainIt**



**AttainIt**

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