



DSFederal
CONNECTING THE DOTS

2019 FDA Small Business Fair Small Business Success Story Monday, March 18, 2019

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Agenda

- DSFederal's Mission
- About Sophia Parker
- DSFederal Milestones
- DSFederal Foundations/Charities
- 8(a)
- Post 8(a)
- Lessons Learned
- Q&A Session

Mission Statement



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***Connecting the dots between
you and your stakeholders***

About Sophia Parker

- Born in Taiwan
- Received B.A. in English Literature from Soochow University
- Came to the U.S. and earned a second Bachelor's degree in Accounting
- Began a career in private sector government contracting
- After years of industry success, established DSFederal in 2007 as a boutique government contractor



- » **July 2007** - DSFederal Founded
- » **August 2008** - 8(a) certified
- » **September 2009** - First contract: FDA Clarity Project and Portfolio Management (PPM)
- » **August 2010** - Won \$23M contract at NIH CSR to support the entire grant peer review process
- » **September 2010** -Expanded into ACF, CDC, ASPE, ORI over the next year
- » **September 2011** – continued growth in FDA at OIMT and CDRH, providing Capital Planning and Investment Control (CPIC) services

DSFederal Milestones 2 of 4

- » **May 2013** –Testified before Sen. Mary Landrieu (D-LA) on “Strengthening the Entrepreneurial Ecosystem for Women”
- » **August 2013** – #55 on the Inc. 500
- » **2014** – Expanded into new HQ
- » **August 2014** –Raised \$20,000 for Malawi-based Amitofo Care Centre
- » **October 2014** –CMMI Level 3 certified



DSFederal Milestones 3 of 4

» **April 2015** – SBA’s Small Business Person of the Year for Maryland



» **May 2015** –Featured in the Washington Post and Washingtonian’s “Best Places to Work” issue

» **March 2016** – SBA’s Top Woman-Owned Small Business

» **May 2016** –ISO 9001:2008 certified

DSFederal Milestones 4 of 4

- » **August 2017** – 8(a) graduation and 10th Anniversary
- » **February 2018** – Awarded GSA Alliant 2 SB contract
- » **March 2019** – Awarded \$100M FDA Integrated Services BPA



DSFederal Foundation

- » DSFederal IDEA Foundation was launched in 2013
- » 501(c)(3) non-profit dedicated to empowering women and children worldwide through health services improvement, skill-building, and financial independence.
- » The IDEA Foundation has supported organizations around the world including Soholat Health Services & Vocational Organization in Kabul Afghanistan, Unidos por Puerto Rico, the Amitofo Care Centre in Malawi, Jusoor, and Doctors Without Borders



8(a)

- Started 8(a) August 2008
- Graduated from the Small Business Administration's 8(a) business development program August 2017
- The 8(a) program helped to achieve:
 - 160 employees
 - Over 40 contracts
 - Over 20 Federal clients
 - Contracts in seven states



Post 8(a)

- Became more strategic and selective in capture/business development pursuits
- Developed Innovation Center to invest in R&D
- Invested in a highly-functioning executive team

Lessons Learned

10 Lessons Learned

Network, Network, Network

Do Your Homework!

Take advantage

DON'T expect

Lessons Learned 5 of 10

Be patient

Lessons Learned 6 of 10

When in doubt, ask!

Invest in your business

Focus on the standards

People FIRST

Lessons Learned 10 of 10

Never Give Up!

Questions & Answers



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