Organizational Structure
Learn how the company is structured to identify who to do business with. Ask questions to find out who is in key roles. Network and figure out how to reach people that matter.

The Solutions
What does the company deliver to support the agency mission? Identify the products or solutions you have that align with these solutions.

Prime Contracts
How does the company sell to the government? Our government contract vehicles cover a variety of solutions that help the government collaborate more productively and respond to constituents more quickly while providing services consistently and securely.

Due Diligence
Understand the entrance gateway and baseline requirements. Be prepared to share information such as:

1. Company’s web site address.
2. Detailed description of your company’s services, including when company was formed.
3. Reasons you should be considered as a potential business partner with Verizon.
4. How you will make the business relationship successful.
5. A copy of your company’s annual report.
6. Audited financial statements for the past three years.
7. Revenue/expense forecasts for your company for next two years (or a copy of the business plan).
8. Vendor management Information including but not limited to:
   o Total number of employees.
   o Number of employees in the sales organization.
   o Depending on the industry – the number of operations centers.
   o Last three years customer base
9. Independent analysis of company services.
10. Proof of market need for company services.
11. Your status within the industry, including industry recognition.
12. Three business customer references.
13. Your major competitors and their threat to you.
14. D & B company analysis for most recent year.

For more information, contact: federal.small.business@verizon.com

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