
Small Business Olympics - SBO

CAPABILITY PRESENTATIONS TO A PANEL OF JUDGES

“Tell me why I should care about your company, and do it in 7 minutes or less”.

Must be small business to participate.

8a, SDVOB, or HUBzone business encouraged.

You will receive a constructive review from a panel of experienced business participants and government professionals. Your presentation should include:

- 1. What your company does – who you are and what are your capabilities and capacity?**
- 2. Why are you the best choice for the job?**
- 3. What have you done – what projects have you worked on?**
- 4. Business card and one page handout to include your website and email.**

The presentation needs to be fact-based, interesting, and give the buyer a reason to not just remember your company, but consider your company for future opportunities. You are selling yourself and your company. Remember that the buyer or evaluator’s time is valuable. Your presentation must be kept to 7 minutes or less or points will be deducted. First come – first serve to participate – slots are limited.

You will be judged 1- 5 points on the following:

- Quality of presentation
 - Verbal clarity
 - Material clarity
 - Overall presentation
- Business capability
 - Clearly identify company
 - Clearly identify product or service
 - Distinguish yourself from competitors
 - Wrap-up and follow-up – CLOSING (asking for the work)

Return this form as your enrollment to Kim Garber at kimg@wispro.org.

Company Name _____ Participant Name _____ Cell # _____

CCR registration type – (SDVOSB, HubZone, 8A) _____

Working together to bring more federal dollars back to Wisconsin