

***GLOBAL LEADERS EXCHANGE***  
***Public Spend Forum***

***Jerry Alfonso Miles, Esq.***  
***General Counsel***  
***Mid-Tier Advocacy***



# Deale Services



**Jerry Miles,  
Attorney,  
Deale Services**

Deale Services, focuses on representing government contractors and commercial companies both domestically and abroad.

Deale Services infuses experience, efficiency, and quality into its flexible and commoditized service offerings for government and construction contractors.

Specialties: Government Contracts- Small Business; GSA; Technology; Design & Construction; Operations, Maintenance & Logistical Services; Commercial Item; Bid Protest; REAs; DCAA Audits; Ethics and Compliance; False Claims Act, Security Clearances, Buy American Act



# MTA- Mission

MID-TIER ADVOCACY, INC., (MTA)- 501(c) 3 nonprofit

+National business alliance that represents the nation's top advanced small and mid-size firms.

+Leverage the collective voice of our member firms to influence federal policies that impact their growth and sustainability.



# MTA- Constituents

MTA consists of:

- +Federal contractors that represent a cross section of industries-from information technology to manufacturing to construction.

- +These businesses service federal, state, and local governments, and employ millions of Americans across the nation.



# MTA Objectives

+Too Big To Be Small, To Small To Be Big

→ Access To Opportunity Via Federal Quotas

→ Advocate Toward Resolving The Mid-Tier Dilemma

→ Level Competition Playing Field

→ Transition Advanced Small Businesses

→ Transition Emerging Mid-tier



# Mid-tier Defined

+NAICS Codes- Employee v. Revenue

- Generally Doing Business From 10-30 Years

- Revenues Range From \$10M to \$350M

- Employ 100 to 2000 Personnel

- Distinction: Businesses With Consistent, Unmatched Growth



# Mid-tier Initiatives

- +Prior Initiatives: NAICS Multiplier & Congressional Advocacy
- +Ongoing Review: NAICS Code Ceiling & “Advanced Small”
- +Mid-tier Matters- Midsize Business Is Also Backbone of The Economy



# Mid-tier Challenges

- +Small v. Other Than Small: Small Business Preferences
- +Large Business Resources & Past Performance
- +Mid-Tier Companies As An Afterthought Re: Government Goals
- +Mid-Tier Business Assistance & Mentorship
- +Subcontracting to SBCs Presents Risks & Reduced Workshare





# Mid-tier Challenges

- +Agencies Sympathize With Mid-tiers But Need Law Changes
- +Graduating Smalls Can't Compete & Often Can't Sell SB Contracts
- +Midtier Costs Hinder Competitiveness Against Large & Small
- +ID/IQ Past Performance Criteria For F&O Requirements Hinders Competitiveness



# Mid-tier Interim Strategies

- +Engage Strategic Partnerships with Smalls
- +Specialize In Core Competencies & High Need Areas
- +Continuously Innovate & Remain Flexible
- +Sell or Not To Sell? Buy To Expand?



