



# 20<sup>th</sup> Annual NM Infrastructure Finance Conference (NMIFC)

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**“Best Practices in Collaborating for  
Business/Project Start-ups”**

October 28, 2015



# Corporate Profile



- US Small Business Administration 8(a) Certified, July 2015
- Woman Owned Small Business (WOSB), S-Corporation 2011
- American Indian Corporation, Owner, Pueblo of Isleta
- Headquartered in Albuquerque, NM
- DOD Secured Facility Clearance; Leadership DOD and DOE Cleared

## Core Clients

- US Department of Defense – High Energy Laser-Joint Technology Office; Subcontractor
- US Department of Defense – Directed Energy Professional Society; Subcontractor
- US Department of Defense – Air Force Nuclear Weapons Center; Prime Contractor
- US Department of the Interior – Bureau of Indian Affairs; Prime Contractor

# Corporate Profile

## Core Competencies

- Program Management Support Services
- Organizational Development
- Scientific Management Services
- Protocol and Public Affairs
- Training and Instructional Design
- General Business Support Solutions



561320 Temporary Help Services - Primary NAICS  
541611 Administrative Management & General Management Services  
541611 Other Management Consulting Services  
561110 Office/Administrative Services  
923110 Administration of Education Programs  
541910 Marketing Research & Public Opinion  
541990 All Other Professional, Scientific, & Technical Services  
561410 Document Preparation Services  
611430 Professional & Management Development Training

# February 14, 2015



- Contributing author to “Indigenous Women Entrepreneurs,” UNM Press, Release Spring 2016
- Business Lessons 1-10
- Preferred Lessons to Share



# LL2: Build a Business on What You Know



- Start on what you know and what you have mastered
- Secure your business by what you know with confidence
- Expand in the same service or product



# LL3: Utilizing All the Free Resources Around You



## US Small Business Administration



The American Indian Chamber of Commerce of New Mexico



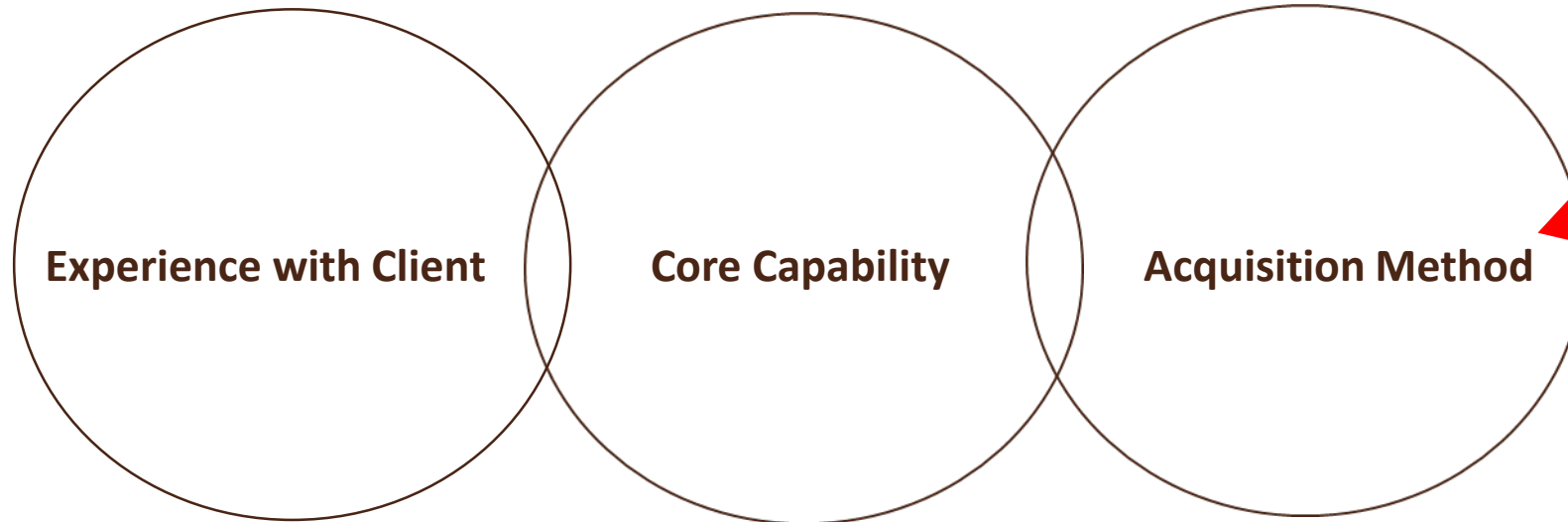
# LL5: Surround Yourself with Good People



# LL7: Access is Everything – *How Does Your Client Get to You?*



Pre-Performance Grade





# LL8: Why In Such a Hurry?



# Montech Inc.



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