

# Looking Forward to 2016: A Letter From ReliAscent CEO, Mike Anderson

As we look back on 2015 we see a lot of transition at ReliAscent. I don't necessarily think transition is a bad thing and in 2015 I think this has set up ReliAscent to better serve our clients in the future.

The first and most obvious change noted in 2015 was the move into our Westminster office. This is significant for us as it consolidated all our employees in one location. This allows for better communication as well as a better mixing of ideas and sharing of experiences. This is valuable to our clients as we have over 200 years of combined experience in government contract work. If one of our 17 experts working with a client runs into a new problem, they can in turn talk to the rest of our staff and usually find someone with experience in that area.

The next most obvious change for us was when I took over the CEO role at ReliAscent. Looking back on that transition, I am thankful for the support and participation of all ReliAscent employees to help make this a successful transition. We have looked internally first and re-established our core values and value proposition that we offer to our clients. We have evaluated our strengths and weaknesses and will continue to improve on our strengths while we take steps to improve our weaknesses. I ask for help from all of our clients in this area.

If you see something you like, please tell us as we celebrate these and always appreciate the feedback and/or a testimonial. If you see something that you think needs improvement, please don't hesitate to tell me by either calling me (303-999-3802) or sending me an e-mail (manderson@ReliAscent.com). I will fix the problems.

For the upcoming year, we are excited about the opportunities that are in front of us and our

clients. We all are aware that Federal Budget constraints have curtailed Government spending over the last 5 years. The good news is that contract spending is projected to reach the highest level of the last 5 years in FY2016. While this will not return to the spending levels prior to this period, it will mean a slight increase in opportunities for contractors. There are also projections that there will be more opportunities set aside for small business going forward. This means that more prime contracts may be awarded to small business, putting pressure on the mid-sized businesses since they will not qualify for the small business set-aside and they also will face more competition for the same opportunities.

This environment means more competition for the same Federal dollars so small business needs to be on top of their game to participate. This is where ReliAscent can help. We are experts in the back office tasks of accounting, contract administration, payroll and other back office tasks. By outsourcing these important, and onerous, tasks to ReliAscent, it allows the small business owner the ability to concentrate more of their efforts in areas of their strengths. This type of partnership works well for both our clients and for ReliAscent. This allows both parties to do what they know and enjoy doing and thus allow the company to succeed.

At ReliAscent we are also focusing more on our internal environment than we have in the past. This will mean more training in areas where our team members feel that they need extra training. It also means more support with tools to complete our jobs. This may mean more certifications for team members. For instance, in the past we have only had one NCMA certified CPCM here at ReliAscent. We will start to focus on having other team members pursue certification in this area. We will focus on strengthening training in software

tools such as QuickBooks®, Excel®, SpringAhead®, Bill.com® and other tools. We will also look at increasing our expertise in different software tools such as Jamis Prime®, Microsoft NAV®/PVBS® and SAGE 100® among others. We want all our team members to be fully fluent in all types of government accounting software and tools. We feel that this makes our team members more valuable to our partners as they not only know what the partner is using today but can recommend other tools that might be of value to the partner.

As we get ready for the exciting year in front of us, we welcome more communication with our partners and prospects. We think that communication is the key to successful partnerships. I think in today's environment there can be a reluctance for people to talk with one another. There is more and more of what I call "casual" communication. By "casual" communication I mean the simple text messages or the quick e-mails. This type of communication tends to make relationships more distant in my mind and, as a result, less trusting. It is sad to see the loss of the old "handshake" deal that formed so much of rural belt of our country. It was this "trust" that made the country grow and become the strongest nation in the history of the world. I think it is necessary that we don't forget that strong fiber in our foundation and go back to some of these core values.

We are very excited about the future of government contracting, especially in the small business market. ReliAscent is committed to help all of our partners succeed in this market space. When small business succeeds, the Government succeeds. When this happens, opportunities will grow.

**-Mike Anderson**  
CEO, ReliAscent LLC

# ReliAscent Rolling out New Webinar Series for Contractors in 2016

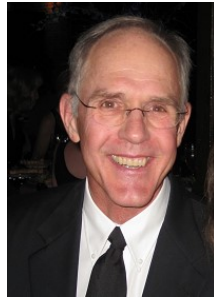
ReliAscent will be rolling out a new series of webinars in 2016 for Government Contractors & Grantees.

All webinars will be free (though attendance is limited), and topics will include (but are not limited to):

- Unallowable Costs
- DCAA vs. DCMA
- Making QuickBooks™ DCAA Compliant
- Different Types of DCAA Audits

Look for details on dates and registration in emails and on our Blog next year!

ReliAscent's CEO, Mike Anderson, Brian Sperry (co-owner), and Dave Donley will be hosting these informative webinars. Mike, Brian and Dave have a combined total of 80+ years of government contracting experience in the areas of DCAA and FAR compliance, accounting & CFO services for government contractors.



Mike Anderson



Brian Sperry



Dave Donley

## Important SBIR/STTR Dates to Remember:

- **December 11** - DoD 2016.1 SBIR/STTR Solicitation Release
- **December 18th** - DHS 2016.1 SBIR Solicitation Release
- **January 6th** - DoT SBIR 2016 Solicitation Release/Accepts Proposals
- **January 11th** - DoD SBIR/STTR 2016.1 Accepts Proposals
- **January 15th** - NOAA SBIR 2016 Solicitation Closes
- **January 28th** - NASA SBIR/STTR Solicitation Closes
- **February 2nd** - NIST 2016 SBIR Accepts Proposals
- **February 3rd** - DHS 2016.1 SBIR Accepts Proposals
- **February 17th** - DoD 2016.1 SBIR/STTR Closes

## Want a Letter of Interest or Development Partner for your next SBIR Proposal? How about Boeing or Lockheed Martin?

As any SBIR/STTR contractor/grantee knows, having a few good Letters of Interest (LOI's) or the support of Prime Contractors as potential development partners on a proposal, can give it the edge it needs to stand out from the pack.

If you are planning on making a proposal for the newly-released 2016.1 DoD SBIR/STTR topics, or any of the DoD SBIR/STTR 2016 topics, then you should take a look at two great resources provided by Lockheed Martin and Boeing.

Both companies are always looking to connect with small business to explore opportunities for partnership and innovation on these topics, and not only can their support help your proposal, but it looks good to the DoD as well!

As each new round of topics is released throughout the year, both companies release their own list of interested per-

sonnel in the various topics, complete with their contact information.

I want to provide you with the chance to subscribe directly to Lockheed's Topics of Interest Distribution List (in case you have not yet already).

To be added directly to Lockheed's Distribution List, please send an email to:

[sbir.fc-lmc@lmco.com](mailto:sbir.fc-lmc@lmco.com)

...and be sure to let them know you want to subscribe to their Distribution List.

For those of you that would also like to subscribe to Boeing's list of DoD SBIR/STTR Topics of Interest Spreadsheet Distribution List, please contact myself (ReliAscent's Marketing Manager,) Tyler Link, at:

[tlink@ReliAscent.com](mailto:tlink@ReliAscent.com)

I can have you added to Boeing's distribution list in just minutes (Boeing does not yet have a sign-up page at this time---you've got to know somebody!).

From all of us at ReliAscent: we wish you the best of luck on the latest DoD SBIR/STTR Release and in all of your future contracting endeavors. If you ever have any questions about compliance or contracting in general, do not hesitate to contact us at any time!

And don't forget: if you haven't already, please do sign up to our Government Contracting and DCAA Compliance Blog, and check out our library of whitepapers when you get a chance!

-Tyler Link,  
Marketing Manager, ReliAscent LLC