



## MBE Interview Profile

<b>Company</b>			
<b>Company Address</b>			
<b>Phone/Cell Preferred</b>			
<b>Contact</b>			
<b>E-Mail</b>			
<b>Website</b>			
<b>Referred By</b>			
<b>Customer Since</b>			
<b>Ethnicity/Race</b>			
<b>DUNS Numbers</b>			
<b>Cage Code</b>			
<b>Industry</b>			
<b>NAIC Codes</b>			
<b>Annual Revenue</b>	<b>2017:</b>	<b>2016:</b>	<b>2015:</b>
<b>Security Clearance</b>			
<b>Certifications</b>			
<b>Fed: Past performance</b>			
<b># of Full Time Employees</b>			
<b># of Part Time Employees</b>			
<b># of Minority Employees</b>			
<b>% of Revenue</b>	<b>Federal:</b>	<b>State:</b>	<b>Local/Private:</b>
<b>Key Words</b>			
<b>General Technical Assistance/Advisory Services Needs</b>			

<b>Specific Strategies</b>	
<b>Give a brief description of specific federal opportunities you are currently pursuing this fiscal year</b>	
<b>Please prioritize your top four areas of technical assistance/advisory needs with these agencies</b>	
<b>What is your product/service competitive advantage?</b>	
<b>If your product is a paradigm shift, describe how your target customer currently addresses the same need and how your product is more attractive</b>	
<b>What is your value proposition?</b>	
<b>MBDA Business Center Affiliation</b>	
<b>MBDA Business Center Contact Info</b>	
<b>Banks</b>	
<b>Industry Awards</b>	
<b>Locations Headquarters/ Other Facilities</b>	
<b>List of Federal Agencies you have worked with (as Prime Contractor or Subcontractor)</b>	
<b>Larger Customers</b>	
<b>IDIQs</b>	
<b>Strategic Partners</b>	
<b>Willing or Export Ready?</b>	
<b>Company's Next Steps</b>	

**\*WHEN COMPLETED, PLEASE EMAIL TO [INFO@MBDA-FPC.COM](mailto:INFO@MBDA-FPC.COM)\***