**Virginia MBDA Business Center**

**MBE Interview Profile**

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| **Company** |  | | | | | |
| **Company Address** |  | | | | | |
| **Phone/Cell Preferred** |  | | | | | |
| **Contact Name** |  | | | | | |
| **Contact E-Mail** |  | | | | | |
| **Website** |  | | | | | |
| **Referred By** |  | | | | | |
| **MBDA Customer Since** |  | | | | | |
| **Ethnicity/Race** |  | | | | | |
| **DUNS Numbers** |  | | | | | |
| **Cage Code** |  | | | | | |
| **Industry** |  | | | | | |
| **NAIC Codes** |  | | | | | |
| **Annual Revenue** | **2023:** | **2022:** | | | **2021:** | |
| **Security Clearance** |  | | | | | |
| **Certifications** |  | | | | | |
| **Fed: Past performance** |  | | | | | |
| **# of Full Time Employees** |  | | | | | |
| **# of Part Time Employees** |  | | | | | |
| **# of Minority Employees** |  | | | | | |
| **% of Revenue** | **Federal:** | | **State:** | | | **Local/Private:** |
| **Key Words** |  | | | | | |
| **General Technical Assistance/Advisory**  **Services Needs** |  | | | | | |
| **Specific Strategies**  **Give a brief description of specific federal opportunities you are currently pursuing this fiscal year** |  | | | | | |
| **Please prioritize your top four areas of**  **technical assistance/advisory needs with**  **these agencies** |  | | | | | |
| **What is your product/service competitive advantage?** |  | | | | | |
| **If your product is a paradigm shift, describe**  **how your target customer currently addresses the same need and how your product is more attractive** |  | | | | | |
| **What is your value proposition?** |  | | | | | |
| **MBDA Business Center Affiliation** |  | | | | | |
| **MBDA Business Center Contact Info** |  | | | | | |
| **Banks** |  | | | | | |
| **Industry Awards** |  | | | | | |
| **Locations Headquarters/ Other Facilities** |  | | |  | | |
| **List of Federal Agencies you have worked**  **with (as Prime Contractor or Subcontractor)** |  | | | | | |
| **Larger Customers** |  | | | | | |
| **IDIQs** |  | | | | | |
| **Strategic Partners** |  | | | | | |
| **Willing or Export Ready?** |  | | | | | |
| **Company’s Next Steps** |  | | | | | |

**\*\*Once completed, please email to** [**info@mbda-virginia.com**](mailto:info@mbda-virginia.com) **along with your 1-2 page Capabilities Statement\*\***