



# JEDE Small Business Roundtable Update

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Silicon Valley Consulting Group

*Your Thought Leadership & Strategy Consulting partner*

[www.svcgcorp.com](http://www.svcgcorp.com)

September 17<sup>th</sup>, 2020



## OUTLINE

1. Covid-19 – Impacts
2. Covid-19 – Survival Strategy
3. Framework Recommendations – Proposal
4. Framework – How To Take It Forward

# COVID-19 IMPACTS

*TO OUR COMPANY &  
WHAT WE ARE HEARING IN  
GENERAL*

## **Covid-19 Impacts:**

- Significant reduction in possible opportunities (Public and Private Sector) post Feb 2020
- Existing Clients experiencing slowdowns impacting our revenues
- 0% revenue growth (New clients) and 50% reduction in revenue (Existing clients)
- Total shutdown of face to face meetings, reduced our ability to effectively network to ZERO
- Unable to qualify for SBA's initial EDIL and PPP programs due to newly formed business (2019).
- Property lease related challenges for retail oriented Small Businesses

# COVID-19 IMPACTS

## *PPP & EDIL FINANCIAL SUPPORT HOW IT WORKED FOR US*

### **We didn't qualify initially:**

1. Newly established business and little revenues from 2019
2. Initial guidelines didn't account for 2020 revenues

### **How it worked for us:**

**Social networking:** Following SBA's LinkedIn page updates made us aware of:-

1. Relaxation of rules and guidelines in June 2020
2. Revised 'Loan Calculations Templates' based upon Jan & Feb 2020 revenues
3. Availability of SBA's Lender Match program

**PPP Approval:** We were matched up via Lender Match program with ONLY CDC Loans and our application submission to funding time was less than 2 weeks.

**Note:** Outside of SBA's Lender Match initiative, we applied for assistance with two other approved lenders. One application was rejected due to 2019 revenue cutoff and we never heard back from the other lender

# COVID-19 IMPACTS

## CORRECTIVE STEPS WE TOOK

### Corrective Survival Actions:

#### 1. *Significant efforts to build networks*

1. SB/DVBE Advocates
2. Partner with other leaders and firms in similar business
3. Volunteer with Chambers of Commerce (CalAsian)

#### 2. *Amplifying The Voice of Small and Micro Businesses*

1. Collaboration with the CA DGS's leadership team
2. Advisory role on CA DGS's Small Business Advisory Committee (SBAC)
3. Collaboration with JEDE leaders

#### 3. *SBA's EIDL and PPP Qualification*

1. With relaxation of requirements (such as significant revenues from 2019), when in our case and as is the case with many other firms, most of our revenues were ramping up in Jan-March 2020
2. Financial Assistance will help us weather the storm in short term but is **NOT** a long-term solution

# SMALL BUSINESS FRAMEWORK FOR FURTHER DISCUSSIONS (SOME ARE DISCUSSED IN SBAC)

**SBAC** – The Department of General Services Small  
Business Advisory Council, State of California

## State and Local Government Contracting Challenges

1. **Prime Contractors Accountability:** With the current economic situation, the possibility of in-person Pre-bid conferences for State and Local Government contracts is ZERO. Thereby, newly established SBs and MBs have no chance to meet and network with key prime contactors to showcase their firm's capability
2. **State Agencies:** State Agencies do not regularly share the list of contractors that are participating in pre-bid conferences via Zoom or other online platforms. Selected lists are only shared online in certain cases.

## Advisory Framework Discussion Points

1. **Engage & Educate Primes:** Formal Communication to Primes to engage Small and Micro Businesses
  1. Have few criteria to monitor progress (# of new SBs getting contacts, # of MBs getting contracts etc.)
2. **Engage & Educate Small Businesses – By Industry Sectors/Geographic Regions**

Current situation is that all webinars are generic in nature and while they serve the purpose of providing overviews to SB and MB community. It will also be helpful to provide an opportunity for SBs and MBs working in similar industries (Technology, Retail, Professional Services etc.) to collaborate together.

  1. Recommendation is to arrange webinars and networking sessions for Small Businesses belonging to industry codes (Common NAICS, UNSPSCs for example)
  2. Arrange meet and greet opportunities where state officials come and speak with a pool of Small Businesses.

## DISCUSSION FRAMEWORK HOW DO WE TAKE IT FORWARD

We would like to formally present the framework discussion points during next JEDE Small Business Roundtable meeting. As such we propose:-

1. **Engagement** with other SB Advocacy Groups
2. **Collaboration** via Zoom meetings on:
  1. Friday, Sept 25<sup>th</sup>, 2020 -1 Hour
  2. Friday, Oct 9<sup>th</sup>, 2020 -1 Hour
3. **Finalize the recommendations**/next steps to be shared with JEDE Small Business Round Table and make the information is available for other SB outreach activities

If you would be like to be part of this key discussion, please reach via email to:-

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# SILICON VALLEY CONSULTING GROUP OVERVIEW

**Silicon Valley Consulting Group** is a niche Strategy, Management, and Technology Advisory Corporation formed in 2019.

We serve both Private and Public sector customers on their various Business Transformation Initiatives.

We are a State of California certified Small Business and hold following certifications: -

- Minority Business Enterprise (MBE)
- Disadvantaged Business Enterprise (DBE)
- Small and Local Emerging Business (SLEB)
- California Multiple Award Schedule (CMAS) Contract Holder

We are a member of CA DGS's Small Business Advisory Council (SBAC)



# CONTACT US



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