Defense Information Systems Agency (DISA) **Industry Meeting Request Form**	Date Form Prepared

Company Information

Company Name/Sector (Vendor):	Website:		
Is your company a small business?		Yes	No
If yes, have you met with DISA's Office of Small Business Programs (OSBP)?		Yes	No
Business Type	Reseller Service Provider Integrator	OEM	

Meeting Information

If known, identify the person/organization you would like to meet with:		
Was this meeting recommended by DISA personnel or someone else?	Yes	No
If yes, please provide name/organization:		
Have you previously met with DISA personnel on the topic?	Yes	No
If yes, please provide name/organization:		

Company Attendees (Name/Job Titles): (Please attach bios)	
Senior Visitor	Required Attendee(s)
Desired Attendee(s)	

Company's Request Point of Contact:		
Name/Title:	Phone:	E-Mail:
Would the visitor(s) have to travel a significant distance for the desired meeting?	Yes	No

If yes, from where? (city/state)		
Desired meeting length:	30 min (standard) Other:	
Please explain why this longer time period is needed:		
Purpose for the meeting: Clearly state why your company wants to meet with DISA. Support this statement with your responses to the value proposition questions below:		
Talking points		
Desired outcome		
** Note: Please provide point papers, studies, or other documentation with the request in order to inform us about the purpose of the product/solution/service.		
Will you have briefing slides?	Yes	No
If yes, when will they be available? (NLT 5 business days prior to the meeting.)		

Acquisition Data – If the answer is yes, please list them:		
Does your company/sector have any ongoing bids or source selections submitted to DISA?	Yes	No
If yes, please list:		
Is/has your company responded to any current DISA-issued RFIs or RFPs?	Yes	No
If yes, please list:		
Does your company work with DISA as a subcontractor?	Yes	No
If yes, please list:		

Value Proposition Questions
1. What is the problem your company solves? Why is it hard? What is your product/solution/service trying to do? Articulate your objectives using no jargon.
2. How is it done today? What are the limitations of current approaches?
3. What's new about your approach? Why do you think it will be successful?
4. If you're successful, what difference will your product/solution make? What impact will success have? How will it be measured?
5. What are the risks and the payoffs of your product/solution?
6. Is there a Department of Defense requirement for your product/service?
7. Has your company presented this product/service to anyone else within DISA? If yes, provide background on when and with whom?

30 Mar 19