AT&T is committed to collaborating with qualified small businesses who can work with our Business Solutions – Global Public Sector organization to build highly efficient and diversified teams that provide excellent customer service to the federal government. These alliances are essential to growing our business and providing outstanding products and services to our clients.

Decades of delivering turnkey solutions to federal agencies have established our solid reputation as a trusted integrator of information technology. By combining our spectrum of professional services and networking capabilities with the creativity, agility and skill set of your company, we create a stronger and differentiated team, capable of winning new business through shared resources.

Potential benefits
• Team up with a proven leader in the Information and Communications Technology arena
• Compete with confidence on larger procurements
• Expand your portfolio of capabilities with the resources of the AT&T family
• Increase and develop new opportunities for subcontracting
• Cultivate new relationships in the government marketplace
• Prime with the support of a leading solutions integrator

As your ally, we can support your organization with the resources of the entire AT&T family and strengthen your portfolio of offerings as you compete for prime contracts. You can depend on our well-established sales force to help you open agency doors. We focus on advancing positive relationships and bringing your invaluable expertise into new roles and challenges.

Gaining momentum through mentoring
Building alliances is a key initiative in our organization, which is why we value the insight, innovation and knowhow of small businesses. Every day, we actively seek small business allies with high potential, unique proficiencies and customer relationships complementary to our own. Small disadvantaged companies with these qualifications are ideal candidates for our mentoring program, which provides professional guidance to enrich and develop your company’s offerings and business processes.

Boosting your potential
We pursue opportunities of all sizes and encourage you to consider how our wide range of capabilities can enhance your standing in the competitive arena for government contracts. Let us join your strategic team, so we can work together to grow both of our businesses. Contact us today to learn more about our Channel Easy Program.

Recognized for small business outreach
Small Business Program reviews conducted by the Defense Contract Management Agency in concert with the Small Business Administration consistently validate our strong commitment to the letter and spirit of the government’s small business policy and our achievements in compliance. We are proud of our long-standing involvement in the government’s Mentor Protégé Program. Our protégés benefit from the extensive training and other assistance that we provide, such as helping them develop new business opportunities within AT&T and with other prime contractors.

Amplifying professional services competencies
Our professional services capabilities are a natural complement to the strengths of your team.
• Several thousand scientists, engineers and analysts in our Global Public Sector organization focus exclusively on government projects in critical areas, such as: data mining and warehousing, modeling and simulation, software and database development, systems integration and engineering, security engineering and assurance, program management, knowledge management and training.
• More than a thousand professionals in AT&T Labs also support government missions.
• Thousands of cleared staff possess extensive experience supporting classified projects for DoD and the Intelligence Community.
To learn more about our Small Business Program, please contact:

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About AT&T
Business Solutions – Global Public Sector is a long-standing, trusted source of network-enabled solutions for the U.S. federal government, foreign governments, and international organizations. Our name reflects the global scope and variety of customers we serve including global organizations formed by treaties or alliances among multiple countries and governments with a global purpose. We help all of our customers connect, protect, virtualize and manage their global operations so that can achieve their missions cost-effectively.

Our team integrates unmatched network resources with technologies from AT&T Labs, AT&T Foundry and valued suppliers to deliver solutions spanning the Internet of Things, fleet management, supply chain, logistics, mobility, cybersecurity, cloud and more. To help create a better citizen experience, we’re making the right investments, taking chances when others won’t, and driving innovation – a long-standing tradition at AT&T.

To learn more about the full array of AT&T products and services, go to att.com/gov.

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