



# Doing Business With Us

We believe in the value of partnership

Amentum is a leader in global engineering, project management and solutions integration, trusted to modernize the most critical missions anywhere in the world today and in the future. We're uniquely positioned to deliver solutions faster and solve what's coming next. We've earned our customers' confidence to rely on us to successfully manage and execute the most complex programs of scale and provide them with solutions they need for an unpredictable world.

Amentum's heritage involves more than a century of worldwide success satisfying our customers. A large part of our success rests with our global supplier base and the contributions they make each day to enable the highest level of performance across our programs.

## How do I do business with Amentum?

Amentum is always excited to find new ways of partnering with the community. In anticipation of doing business with us, please be sure to research our capabilities and projects, determine how you might fit with us, and prepare to thoroughly describe your partnering capabilities.

Once ready, prospective suppliers can register on [amentum.com](http://amentum.com) to do business with us. During registration you will be prompted to provide the following types of information on your company. Data collected includes:

- Company Information
- Product Services
- Key Discriminators
- Past Performance
- Opportunity Fit

## Building Blocks for Successful Partnering Outcomes

Basic Marketing Research	Logistics/Training	What Works	What Doesn't
<ul style="list-style-type: none"> <li>• How is Amentum structured?</li> <li>• What does Amentum sell?</li> <li>• Does Amentum buy what I sell?</li> <li>• Could my company's capabilities fit a special niche within Amentum?</li> <li>• Can I offer solutions to customer problems?</li> <li>• What value proposition can be used to replace an incumbent?</li> <li>• Do your recent success stories fit this customer?</li> </ul>	<ul style="list-style-type: none"> <li>• Proximity of supplier to Amentum location?</li> <li>• Who is my competition?</li> <li>• Has Amentum received new business contracts?</li> <li>• When will materials/services be needed?</li> </ul>	<ul style="list-style-type: none"> <li>• Credibility</li> <li>• Quality/on-time delivery/cost affordability</li> <li>• Proven performance/success stories</li> <li>• Conferences/trade fairs</li> <li>• Creating a personal connection</li> <li>• Listen and create two-way conversations</li> <li>• Focus on your company's uniqueness and differentiators</li> </ul>	<ul style="list-style-type: none"> <li>• Contacting high level executives</li> <li>• Demanding business</li> <li>• Being unprepared</li> <li>• Not doing your homework</li> <li>• Cold call/contact</li> </ul>

**CEO Policy Statement** – *“An integral part of our company’s mission is a commitment to support the small and small disadvantaged business community. This commitment benefits not only Amentum and strengthens the United States economy; it also benefits each of us as citizens. By supporting these businesses, we help them become more viable and productive partners in government and commercial contracting.”*

~Reference: Excerpt from 2023 Amentum CEO Small Business Policy Statement

## Supplier Diversity

At Amentum, we are committed to supplier diversity and the role it plays in our economy and the communities where we serve.

We believe that these partnerships are critical to our success and the successful support of our customers’ missions. Our commitment as a company is further substantiated by our CEO’s dedication and personal commitment, a copy of which is available on the supplier webpage.

The Amentum Small Business Office is designed to expand subcontracting opportunities for all small business concerns, including small disadvantaged, woman-owned, historically underutilized business zones, veteran-owned, and service-disabled veteran-owned.

- Amentum places a high priority on establishing effective small business relationships to complement our performance capabilities and ensure the highest level of support for our clients.
- To view commodities and services being subcontracted, and to be considered for future opportunities, please enter your company’s profile in our Supplier Management System (SMS).

## Contact Us

**Rochelle Lowe**

Small Business Liaison Officer  
SBLO@amentum.com

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## Selected Highlights and Awards

**2023**  
**#1 Military Friendly Supplier Diversity Program –**  
*VIQTORY*

**2021**  
**Champions of Veteran Enterprise**  
*National Veteran Small Business Coalition (NVSBC)*

**2022**  
**Best of the Best – Top Supplier Diversity Programs**  
*U.S. Veterans Magazine*

Register for Information

