



## SUPPORT FOR DIVERSE BUSINESSES (DB)

We know that getting new work is a primary factor in growing your business. Managing your existing work and all the associated paperwork, controlling costs, keeping certification listings current, and getting certified under multiple DB programs are also paramount to your success.

As new services or products are added, it's important to update code listings in certification directories to include these new items. Updating code listings as well as getting certified under multiple programs increases your opportunity to add new clients and increase revenue.



Meeting new contractors and controlling costs are also important for expanding your business without increasing expenses or overhead.

Turner Surety & Insurance Brokerage, Inc. (TSIB) can help your company achieve this. Completing our Business Enterprise Questionnaire (BEQ) gives you access to our free referral service. TSIB insures more than 300 Wrap-Up programs, many of which are seeking qualified certified firms like yours.

The BEQ provides decision makers with a snapshot of your capacity as well as critical information that does not appear in a certification directory including your project successes.

A completed BEQ gives you access to additional free services, including:



## RESOURCES

Services and Risk Management tools to become more competitive and grow your business.



## REVIEWS

A review of your:

- Current codes and certification programs to determine your eligibility for additional benefits
- Insurance coverage verifying appropriate coverages and costs



## PRE-AWARD

Assistance during a project's pre-award phase, including:

- Review bid documents
- Support with utilization plan development
- Calculations of insurance costs per project
- Establishment of risk transfer protocols with subcontractors
- Identification of impact from future audits

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## EXPERIENCE

Our staff has over 50 years of experience in developing, implementing, and administering Federal, State and Local DB programs on behalf of General Contractors and State agencies. We have helped many DBs by matching them to contract opportunities and contractors, obtaining or increasing bonding capacity, and reducing insurance costs. We have been successful in assisting firms expand their code listings and obtain certification under additional programs. These firms now benefit from increased visibility and contract opportunities.

We have extensive expertise in DB certification programs at all levels of government. We can refer you to pro bono services or for a low fee, we can assist you with complex issues such as code update requests, personal net worth and size standard calculations, denials, decertification's, and applications for certification.

Sometimes a negative decision is due to something as simple as identifying the wrong code(s) or insufficient documentation. Let our team review your application before submission to minimize rejections where possible. Even though these items are easily corrected, rejections can discourage firms from reapplying, which can result in lost opportunities and stalled business growth.



**Business Enterprise Questionnaire**