

Request for Proposal: Member-to-Member Preferred Service Provider Program

Issued By:

Aerospace and Defense Alliance of Mississippi (ADAM)

Issue Date: February 2, 2026

Submission Deadline: June 30, 2026

I. Introduction

The Aerospace and Defense Alliance of Mississippi (ADAM) is seeking proposals from current members to become *Preferred Service Providers* under a new **Member-to-Member Services Program**. This initiative is designed to increase value for ADAM members by connecting them with vetted services that directly support their business operations—especially in the aerospace and defense sectors—while generating non-dues revenue for ADAM.

Selected providers will offer exclusive or specially designed programs to ADAM member companies, with a revenue-sharing agreement in place to benefit the organization.

II. Program Objectives

- Promote member-to-member business opportunities
- Support ADAM members in achieving industry compliance, cost savings, and operational efficiencies
- Provide access to solutions that support federal and defense-sector goals (e.g., SBA disadvantaged business utilization, cybersecurity, workforce development)
- Generate profit for ADAM through a structured partnership model

III. Proposal Categories

ADAM invites proposals from members in the following categories, though all relevant services will be considered:

- **Insurance and Risk Management**
(e.g., Defense contractor-compliant insurance programs, SBA-aligned services)
- **Cybersecurity & IT Services**
(e.g., CMMC preparation, NIST 800-171 compliance, secure communications)
- **Legal and Compliance Support**
(e.g., Federal contract compliance, ITAR, export controls)
- **Financial and Accounting Services**
(e.g., government contract accounting, DCAA audit readiness)
- **Workforce Solutions**
(e.g., staffing, apprenticeships, student placement, DEI hiring pipelines)
- **Facility and Safety Management**
(e.g., OSHA training, defense site readiness)

IV. Proposal Requirements

All proposals should include the following:

1. **Executive Summary**
Overview of your company and services being offered
2. **Scope of Services**
Description of services tailored for ADAM members, including how your offering supports industry needs and compliance standards (e.g., defense contracting, SBA goals)
3. **Member Benefits**
Clearly outline discounts, added value, or exclusive benefits available only to ADAM members
4. **Revenue-Sharing Proposal**
Define the proposed compensation structure or profit-sharing model between the provider and ADAM (e.g., percentage of sales, flat referral fee, annual partnership fee)
5. **Implementation Plan**
Timeline, marketing strategy, onboarding process, and member support structure
6. **Qualifications & Experience**
Summary of past performance, relevant industry experience, and ADAM member references (if applicable)
7. **Compliance & Certifications**
Any relevant licenses, accreditations, or industry certifications

V. Evaluation Criteria

Proposals will be evaluated based on the following:

- Value and relevance to ADAM members
- Revenue potential for ADAM
- Industry-specific experience
- Member pricing and incentives
- Implementation and support plan

VI. Submission Instructions

Please submit your proposal as a single PDF to sara@mset.org by **June 30, 2026**.

Subject line: *RFP Submission – Member-to-Member Services – [Company Name]*

VII. Timeline

- RFP Released: February 2, 2026
- Submission Deadline: June 30, 2026
- Review & Interviews: July-August, 2026
- Selected Providers Notified: August 31, 2026

VIII. Questions & Contact

For questions regarding this RFP, please contact:

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