

### The Office of Government Contracting and Business Development

U.S. Small Business Administration  
Office of Government Contracting and Business  
Development

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**Quarterly Newsletter**

#### In this issue:

ADA's Message .....	Page 1
Expo 05 Award Winners .....	Page 1, 2
New GC & BD Employees .....	Page 2
Success Stories .....	Page 2, 3
Women Owned Construction Firms.....	Page 3
SBA Adv. & Basic Training Sessions .....	Page 3
What's New .....	Page 4
News Bytes .....	Page 4
Employee of the Quarter .....	Page 4
Recent Retirees .....	Page 4

#### For More Information

- SBA offices are located in all 50 states, the District of Columbia, Puerto Rico, the U.S. Virgin Islands and Guam. For the office nearest you, call 1-800-UASK-SBA or visit: <http://www.sba.gov>

Send your questions or comments to Tina Johnson at: [Tina.Johnson@sba.gov](mailto:Tina.Johnson@sba.gov)

#### Marketplace

**FY 05 Business Matchmaking Events**  
For the Schedule and additional information regarding Business Matchmaking events, please visit:  
[www.BusinessMatchMaking.com](http://www.BusinessMatchMaking.com)

**FY 05 National Minority Enterprise Development Week Observance:**  
September 12 – 14, 2005

#### GC/BD Newsletter Staff

Sheila D. Thomas  
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Alexandra Tyler  
Barbara E. Stelz (Student Intern)

All of the SBA's programs and services are provided to the public on a nondiscriminatory basis.



"Turns Vision Into Action"

Ashley W. Chen, President & CEO of ActioNet, founded the company in 1998 with a "dream of building something great." Based in Fairfax, VA - ActioNet is an SEI CMM level 3 certified information technology services firm specializing in project management, enterprise software development, information systems security, and systems integration and training. ActioNet also has custom developed products such as iMakeSurveys ([www.imakesurveys.com](http://www.imakesurveys.com)), an online service - created to simplify the process of collecting survey information and providing timely feedback - for organizations engaged in customer service and outreach activities.

On March 12, 2004, ActioNet was approved for participation in SBA's 8(a) Business Development Program. "Since our acceptance in to the 8(a) program, we have received strong support from our local SBA District Office," said Ashley Chen. "SBA has provided us with sound and timely advice, as well as supporting our efforts to grow new business opportunities. Through various outreach forums conducted by SBA, ActioNet has been able to network with potential customers and teaming partners."

2004 was a banner year for ActioNet. In 2004, Ashley W. Chen was recognized by SBA's Washington Metropolitan Area District Office as the Minority Small Business Person of the Year. That same year, Asian Enterprise Magazine recognized her as Asian Entrepreneur of the year. Other awards include INC Magazine's 500 fastest growing private companies, the Deloitte Technology Fast 50 award, and The Washington Technology Fast 50 award. ActioNet was also a recipient of the Department of Transportation's "Outstanding Women-Owned Business Enterprise Award."

In 2001, ActioNet received the "Exceeds Customer Expectations" Past Performance Rating from Dun & Bradstreet (D&B). Ms. Chen states, " We are very proud of the fact that our initial customers are still our customers today."

The firm has grown from a one person operation in 1998, to a dynamic information technology solution provider with more than 70 employees and \$5 million in revenue.

"Ashley Chen's passion, drive and motivation have contributed toward her entrepreneurial success," said Allegra F. McCullough, Associate Deputy Administrator for Government Contracting and Business Development.

This article originally appeared on page 2-3 of the SBA newsletter, 2nd Ed. 2005.

For more information on ActioNet, contact Ashley Chen by phone at (703) 204-0090, by email at [achen@actionet.com](mailto:achen@actionet.com), or you can visit ActioNet's website at <http://www.actionet.com>.

