



## Differentiators

- Help clients sell to all levels of government
- Ongoing support throughout the entire government sales and marketing life cycle
- In-depth reporting capabilities
- Client loyalty - we don't work with our clients' competitors
- Company success measured by client success and the collective value of contract wins
- Connections with Department of Defense and federal agency officials as well as prime contractors

**DUNS:** 078847965

**CAGE:** 6XJN7

**Diverse:** VOSB

**Size:** Small Business

**Business Start:** 2006

**NAICS:** 541613, 541614,  
541618, 541690

**PSC:** R708

**Jon Tellier**

President

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**JetCo Solutions**

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Lower Level

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[www.jetcosolutions.com](http://www.jetcosolutions.com)

## Capture Capabilities Statement

### Core Competencies

JetCo Solutions serves as an embedded government sales and marketing team for our clients. We provide clients with ongoing support that includes the entire government sales and marketing life cycle, including capture activities, research, bid search engines, bid/no-bid evaluation guidance, proposal management, and post-submission support.

Capture = government business development. Working with us, clients expand their in-house capabilities and capacity through our capture services.

### Capabilities

- Coordination of capture plans and direction for research and proposal teams
- Extended level of research and insight into government
- Proposal management and strategy development
- Bid writing
- Post-submission support
- Opportunity assessment
- Pre-Request for Proposal (RFP) activities

### Client Achievements

- JetCo Solutions was hired to initiate a national flooring contractor's government sales effort. This collaboration resulted in \$3.6 million in contract wins.



## Capture Capabilities Statement

### Our Clients

JetCo Solutions clients have excellent capabilities, experience, and expertise in their industry. They are highly qualified and have decided to sell to government. None of our clients can compete because we won't represent two companies that could be competitors. If we don't think you will be successful in government, expect us to tell you.

Clients that maximize our services provide the following resources to support government sales:

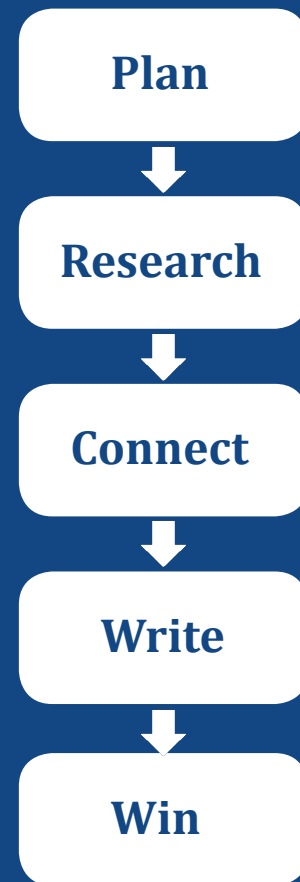
- Designate a responsive point of contact and ensure they have executive support for this effort
- Provide information for infrastructure activities
- Provide input for B2G marketing strategies
- Respond quickly to opportunities to determine bid/no-bid and to authorize submissions
- Respond quickly to requests for pricing and assets required for bid responses; quickly review written proposals prior to submission

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### Small and Strong

**The results speak volumes. JetCo Solutions has won over \$4 billion in contract awards for clients - and 98% of the wins are for small business clients.**

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### Awards

- 2017 recipient, Michigan 50 Companies to Watch
- 2015 recipient, EPIC Veteran Owned Business of the Year
- 2012 recipient, Entrepreneur of Distinction Award

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