



## 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
- Post-award support

**DUNS:** 078847965

**CAGE:** 6XJN7

**Diverse:** VOSB

**Size:** Small Business

**Business Start:** 2009

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

**PSC:** R708

**Jon Tellier**

President

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**JetCo Solutions**

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## GSA 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.

JetCo Solutions candidly determines whether you need a GSA Schedule. Then, we streamline the complex submission process, saving you time and frustration.

### Capabilities

- Experience in multiple SINS
- New schedules, schedule sales and marketing, and schedule maintenance support
- Contractor Assistance Visit preparation
- Price-to-win (PTW) support for determination of basis
- Post-award activities, including eBuy / VSC registration support, PO Portal registration support, FAS Sales Reporting Portal support, initial SIP upload, and GSA Advantage support.

### Client Achievements

- JetCo Solutions secured a GSA Schedule for a security services company, then successfully modified it to expand to additional geographic regions and labor categories. Together, we have secured more than \$32 million in public sector contract awards.



## GSA 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:

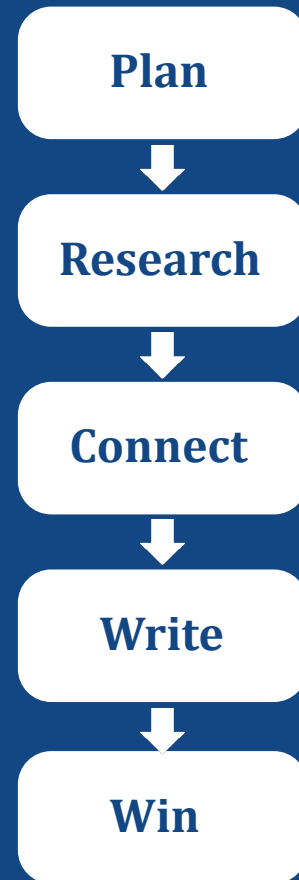
- Designate a responsive point of contact and ensure they have executive support for this effort
- Provide information for infrastructure activities
- Provide input for B2G marketing strategies
- Respond quickly to opportunities to determine bid/no-bid and to authorize submissions
- Respond quickly to 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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