



DUNS: 078847965
CAGE: 6XJN7
Diverse: VOSB
Size: Small Business
Business Start: 2006

NAICS: 541613, 541614,
541618, 541690
PSC: R708

Jon Tellier
President
616.588.2493
jtellier@jetcosolutions.com

JetCo Solutions
5575 Kraft Avenue SE
Suite 100
Grand Rapids, MI 49512

www.jetcosolutions.com



Capture Capabilities Statement

Core Competencies

JetCo Solutions serves as an embedded government sales and marketing team for our clients. Clients receive ongoing support spanning the entire government sales and marketing life cycle, including capture, 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, including bid decision tree development and bid/no-bid evaluation guidance
- Pre-Request for Proposal (RFP) activities
- Market segmentation

Differentiators

- Help clients sell to all levels of government
- Ongoing support throughout the entire government sales and marketing lifecycle
- 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
- Exceptional network of Government and prime contractors
- Significant investment in paid search engines

Client Achievements

- JetCo Solutions was hired to lead a national flooring contractor's government sales efforts. This collaboration resulted in \$3.6 million in contract wins.
- A specialized architecture and engineering firm contacted JetCo Solutions to initiate the government contracting process and identify potential industry partners. JetCo Solutions was able to procure 118 opportunities, 53 potential partnering opportunities with contracts, and 38 government employee contacts for our client.
- An indoor environmental quality company hired JetCo Solutions to support their government sales efforts. They had an internal gap when it came to understanding the contracting process and developing a cohesive bid response. With JetCo Solutions' help, this client now has a 73% conversion rate for wins with \$11.4 million in total contract wins.

Our Clients

JetCo Solutions' clients have excellent capabilities, experience, and expertise in their industry. They are highly qualified and have decided to sell to the 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 sales, 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 decision and to authorize submissions
- Respond quickly to requests for pricing and assets required for bid responses
- Quickly review written proposals prior to submission

Small and Strong

The results speak volumes. JetCo Solutions has over 500 contract wins from 279 different agencies resulting in over \$4 billion for our clients - and 98% of the wins are for small business clients.