



Proposal Management and Bid Writing 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, GSA Schedule application submission, and post-submission support.

Finding bids and writing responses is intimidating, time-consuming, and requires talent. Our team has over 500 contract wins from 278 different agencies resulting in over \$4 billion for our clients.

Capabilities

- Proposal development, formatting, editing, and infographic development
- Methodical workflow with documented standard operating procedures
- Color team reviews
- In-house volume management and bid assembly
- Client involvement in win theme development and red review
- Support for capture activities to ensure consistency of messaging in the proposal phase
- Proposal managers and writers are W2 employees, not 1099 contractors
- All writers on the JetCo Solutions team are Association of Proposal Management Professionals (APMP) certified or certification-track

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

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

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

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Client Achievements

- JetCo Solutions was brought on as a construction contractor's proposal management team. Now, the company has secured nearly \$10 million in contract wins with our help.
- 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.
- An event management company came to JetCo Solutions to help keep their incumbency on a government project. Our team reworked as much of the old content as possible and then conducted interviews with the company's team to gather all remaining information. Our written response fully articulated the company's plan and will help them respond to future solicitations.

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.