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Winning with government starts here.

JetCo Solutions serves as an embedded government sales and marketing team for aerospace and defense companies. Clients receive ongoing support spanning the entire government sales and marketing life cycle, including capture, research, bid/no-bid evaluation guidance, proposal management, technical writing, and post-submission support.

Why Government?

- From 2018 - 2021, the Department of Defense's average yearly budget for aerospace-related products within NAICS Code 33641 was over \$94.5 billion.
- The Department of Defense releases an average of 26,000 aerospace-related contracts per year (71 opportunities per day).

Our 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
- Detailed proposal review process to improve win probability
- In-house volume management and bid assembly
- 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 best of class capture tools and resources
- JetCo proposal managers are full-time employees, not contractors

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 its government sales efforts. The company 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.

Small and Strong

The results speak volumes. JetCo Solutions has over 640 contract wins from 279 different agencies resulting in over \$4 billion for our clients - and 98% of the wins are for small businesses.

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