



**DUNS:** 078847965

**CAGE:** 6XJN7

**UEI:** KMJZLBDV25U5

**Diverse:** VOSB

**Size:** Small Business

**Business Start:** 2006

**NAICS:** 541613, 541614,

541618, 541690

**PSC:** R708

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## Capabilities Statement

JetCo Solutions serves as an embedded government sales and marketing team for our clients, helping them sell to all levels of government. 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.

### Capabilities

- Coordination of capture plans and direction for research and proposal teams
- Extended level of research and insight into government
- Color team reviews
- In-house volume management and bid assembly
- Bid writing and proposal management
- 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
- 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 prime contractors and subcontractors for business and supply chain development
- Significant investment in best of class capture tools
- 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.

## 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:

- A designated, responsive POC to ensure executive support for this effort
- Information for infrastructure activities
- Input for B2G marketing strategies
- Quick responses to opportunities to determine bid/no-bid and to authorize submissions
- Quick responses to requests for pricing and required bid assets, and review of written proposals prior to submission

## 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 business clients.

[www.jetcosolutions.com/isdef2022](http://www.jetcosolutions.com/isdef2022)