



DUNS: KMJZLBDV25U5
CAGE: 6XJN7
Diverse: SDVOSB
Size: Small Business
Business Start: 2006

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

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GSA 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.

Determining if you need a GSA Schedule can be complex. 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
- Methodical, workflow-driven process to ensure all critical steps are met; balanced with a customized checklist specific to each client

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

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.
- A temporary wall manufacturing and installation company came to JetCo Solutions after struggling to understand the GSA submission process on their own. JetCo Solutions' expert GSA team broke down the requirements of the solicitation, creating simple, systematic checklists to help with efficiency gathering all necessary assets. Every week, our GSA team met with the client to establish realistic goals and to increase the company's overall knowledge of the GSA process. With the client's dedication and our team's guidance, the company successfully obtained their GSA contract and dove into GSA sales, meeting their 2-year GSA contract sales goal within the first month of holding their contract.

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 278 different agencies resulting in over \$4 billion for our clients - and 98% of the wins are for small business clients.