



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

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

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Research 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.

JetCo Solutions provides data-driven tools and resources to help you focus your government sales efforts.

Capabilities

- Broad research to identify programs, target agencies, and competitors
- Deep research to understand contract level or program level data, helping you bid intelligently
- Significant investment in paid search engines
- Federal Focus Report - an assessment of target agencies, contracting offices, and upcoming opportunities
- Competitive Assessment Report - an assessment of your competitors and each of your target agencies

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
- Business model is W2 employees, not temporary 1099 contractors

Client Achievements

- JetCo Solutions connected with an auditing firm who did not have the dedicated resources and talent to identify the correct bids. Because of this, they were missing out on opportunities. The JetCo Solutions team integrated critical thinking, industry knowledge, talent, and the correct tools, resulting in \$2.8 million in contract wins for the client.
- A specialized architecture and engineering firm contacted JetCo Solutions to break into government contracting. Wanting to further develop their partnerships, they needed guidance on qualified companies to develop professional connections with. JetCo Solutions was able to procure 118 opportunities, 53 potential partnering opportunities with contracts, and 38 government employee contacts for our client.

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 600 contract wins from 278 different agencies resulting in over \$8 billion for our clients - and 98% of the wins are for small business clients.