

CAPABILITY STATEMENT

CAPTURE MANAGEMENT



UEI
KMJZLBDV25U5

CAGE
6XJN7

Diverse
SDVO SB

Size
Small Business

Business Start
2006

NAICS
541613, 541614, 541618,
541690

PSC
R708

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Core Competencies

JetCo Solutions acts as an embedded government sales and marketing team, providing clients with full-spectrum support throughout the entire government contracting lifecycle. From market research and opportunity identification to bid/no-bid decisions and post-submission support, our team delivers tailored strategies that help clients win more government contracts. Our capture clients will not compete, because we won't represent two companies that could be competitors.

Capabilities

- Coordination of capture plans and direction for research and proposal teams
- Extended level of research and insight into government
- Strong government and industry connections
- Proposal management and strategy development
- Price-To-Win and post-submission support
- Opportunity assessments and bid decision support
- Market Segmentation

Our Clients

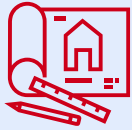
With over 448 government agencies at the federal government level alone, we're experts at guiding you throughout the entire government sales lifecycle, becoming your fractional GovCon experts. We're small but strong, and our results speak volumes. JetCo Solutions has over 600 contract wins from 279 different agencies, resulting in over \$8 billion for our clients - and 98% of the wins are for small business clients.



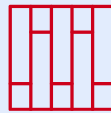
Differentiators

- We serve as a cost-effective, fraction team to bring stability and consistency to your government sales.
- We cover the entire government sales lifecycle, and to all levels of the government.
- Our employees are experts in research, capture, and proposals who are on staff, not contractors.
- Our processes minimize the client's role, so that you can focus on what you do best.
- We teach and guide our clients on how to use their capabilities, always leaving them better than when they found us.
- We invest in significant research tools for real-time data and news on government opportunities, which we analyze and report to our clients.
- We have Midwest values, work ethic, pricing, and customer service. We're not afraid to roll up our sleeves and get to work.
- We invest in training and ongoing education for all our employees.
- We are content creators. We customize every proposal and ensure accuracy by interviewing subject matter experts.

Client Achievements



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 contracts for our client.



JetCo Solutions was hired to initiate a national flooring contractor's government sales effort. This collaboration resulted in \$3.6 million in contract wins.



An indoor environmental quality company hired JetCo Solutions to support their government sales effort. 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 contract wins.



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