

CAPABILITY STATEMENT

PROPOSAL MANAGEMENT



UEI
KMJZLBDV25U5

CAGE
6XJN7

Diverse
SDVOSB

Size
Small Business

Business Start
2006

NAICS
541613, 541614, 541618,
541690

PSC
R708

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JetCo Solutions

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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.

Capabilities

- Proposal development, formatting, editing, and infographic development
- Methodical workflow with documented standard operating procedures
- Client involvement in win-theme development and red review
- In-house volume management and bid assembly
- Support for capture activities to ensure consistency of messaging in the proposal phase

Our Clients

With over 448 government agencies at the federal government level alone, we're experts at guiding you throughout the entire bid 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



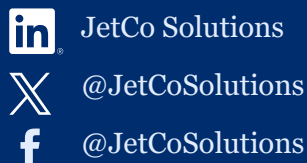
JetCo Solutions was brought on as a construction contractor's proposal management team. Now, the company has secured nearly \$10 million in contract wins with our help.



An event management company came to JetCo Solutions to help keep their incumbency on a government project. Our team reworked as much as the old content as possible, then conducted interviews with the company's team to gather all remaining information. Our written response fully articulated the company's plan and will help them respond to future solicitations.



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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