

Virtual Business Development Services



Why Virtual Business Development Services (VBDS)?

VBDS was created at the request of our clients. Our clients tell us that there are times when internal business development resources are in short supply or near-term opportunities simply outpace current staffing. At other times staff losses create temporary voids in their business development activities, and they need assistance to avoid missing opportunities. Still others say that our disciplined approach to business development helps tune their internal staff.



What is Virtual Business Development Services?

Our Virtual Business Development Services operate as part of your company's team. We bring the technical and marketing resources required to meet your needs whether it be augmenting your staff or taking on responsibility for identifying and pursuing specific opportunities. We staff projects to meet your specific needs. Virtual Business Development Services may include some or all of the following:



- Searching for and screening of upcoming opportunities in the Federal market (new contracts, new task orders for current contracts, teaming opportunities)
- Qualifying opportunities and developing a capture plan
- Executing the capture plan including positioning your company to be competitive on the specific solicitation
- Identifying teaming partners
- Pre-RFP preparation and solution design
- Proposal Preparation



What Does Our Virtual Business Development Team Have That You May Not Have?

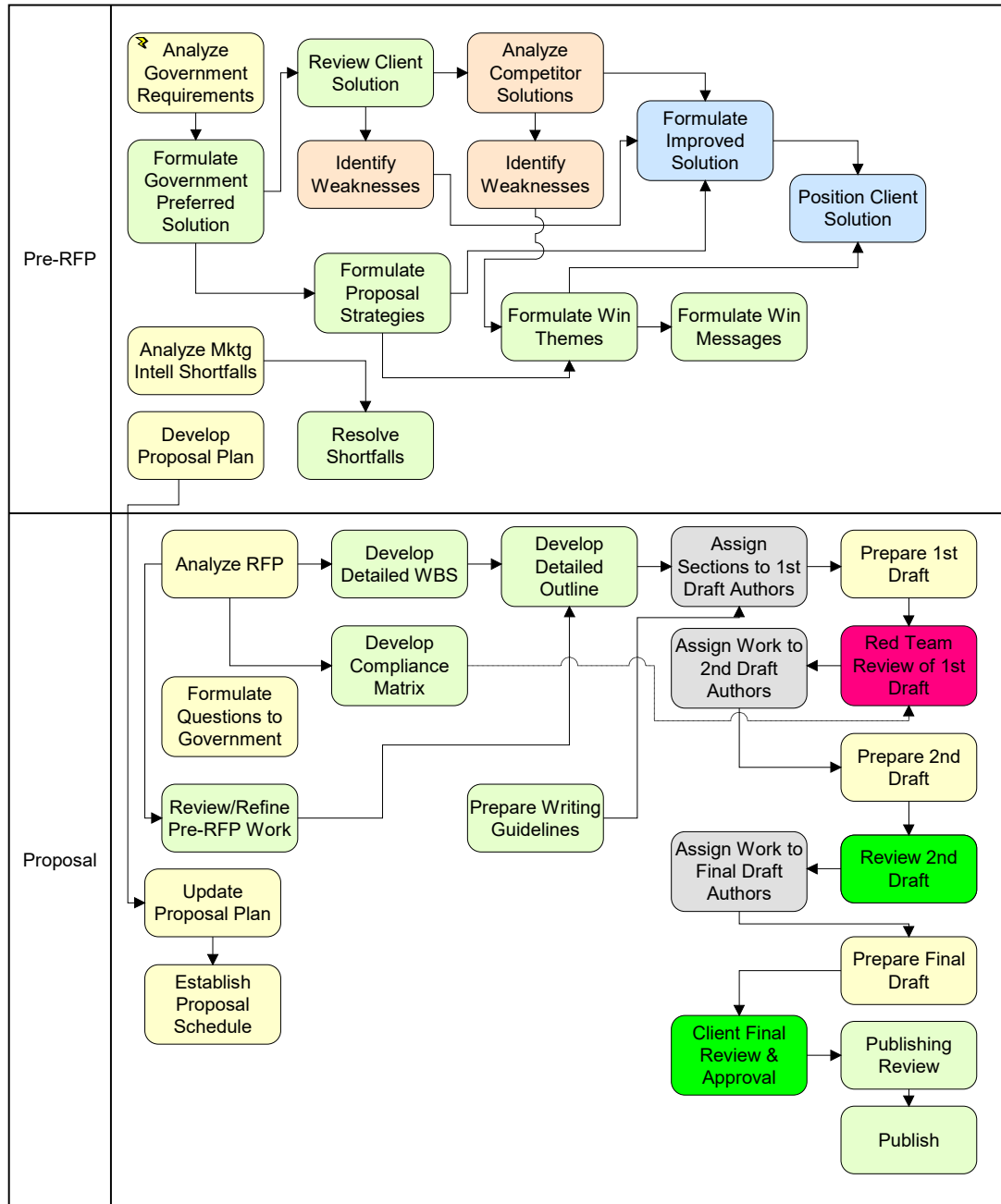
Beyond the strong independent objectivity of our professionals, we often bring information your company may not have:

- ✓ Our staff are selected because they have experience with the Federal or State offering agency of interest and often have served on design teams for solicitations from the offering agency
- ✓ Federal Proposals has developed and maintains an unmatched library of solicitation documents spanning most Federal agencies that include proposal debriefs for winning and losing proposals. We know what wins and what doesn't.
- ✓ We do it over and over, and continuously improve. Your in-house business development team is unlikely to bring the



skills, expertise and experience of a Federal Proposals Virtual Business Development Team

What Process Do We Use?



Learn More By Talking to Us

We are pleased to work out a support plan and offer an estimate for services. Contact don@federalproposals.com.