



Business Development & Strategy Solutions

flexible solutions for your business needs

BD Compass provides expert Business Development advice to companies seeking penetration or increased success in the Federal Government market sector. BD Compass specializes in providing expert consulting services in both strategic and tactical settings.

Our flexible approach to fit the model to our clients and not our clients to the model ensures that we leverage resources and best practices already in place with our clients, and in many instances only apply improvements to existing practices to achieve desired results. We can provide turnkey solutions or simply augment your organization. This flexible approach ensures that our clients realize a return on their existing investments and not always develop entirely new and costly practices.

STRATEGIC BUSINESS DEVELOPMENT TO PROVIDE END-TO-END LIFECYCLE

We offer complete Business Development solutions aligned with and tailored to your company's vision, values, market, agencies or programs, and core competencies. Our full lifecycle approach is based on a proven framework for success. Composed of a seven-phase framework we take you step-by-step through the entire process identifying and addressing every item and activity within the critical path to winning.

OPPORTUNITY SPECIFIC TACTICAL BUSINESS DEVELOPMENT

For our clients whom already have a sound strategic Business Development foundation and are only looking for support in pursuing a specific program or opportunity, we offer our tactical Business Development services. Our tactical services are aimed at providing the necessary support to identify and qualify an opportunity, and develop and execute on the right pursuit approach.

BUSINESS DEVELOPMENT SERVICES

- Market Assessments
- Business Development Strategy
- Account Planning
- Opportunity Portfolio Development
- Gap Analysis & Mitigation
- Competitive Landscape Analysis & Strategy
- Pipeline Development
- Opportunity Ranking & Prioritization
- Pursuit Strategy
- Call Plan Development & Execution

