

## CAPTURE MANAGEMENT SERVICES

- Capture Process Development
- Strategy Development
  - Win
  - Management
  - Pricing
  - Risk & Opportunity
  - Transition
  - Staffing
- Competitive Analysis & SWOT
- Customer Relations
- Value Propositions
- Win Themes & Discriminators
- Intel/Info Collection & Analysis
- Internal Team Composition
- Teaming & Partner Selection
- Black Hat
- Solution Development

## PROPOSAL MANAGEMENT SERVICES

- Proposal Process Development
- Proposal Solution Strategy
- Outline
- Schedule
- Experience and Past Performance
- Compliance
- Content & Volumes Management
- Color Reviews
- Logistics
- Writing
- Production



### CAPTURE MANAGEMENT

Our Capture Management process is defined by industry's best practices and framework. In applying the framework to determine our methodology, we take into consideration a number of factors specific to our clients, their business goals, target customer, and their position within the market and the competition. One size doesn't fit all and we ensure that our approach is in step with our clients' objectives, the right business approach, and the right solution .

Our Capture Management services can be provided as part of our Business Development lifecycle or as an independent process or service. Based on our proven Capture methodology, our Capture Management process is broken down into five distinct phases and includes a complete set of activities, events, and key actions to assess, develop, and secure a win.

### PROPOSAL MANAGEMENT

As with our Capture Management services, we offer our Proposal Management and Development services as part of a turnkey Business Development lifecycle solution or as a separate process or service to augment your organization's resources.

Based on industry's best practices, and tightly coupled with our Capture Management process, our Proposal Management and Development services lay out the foundation for a complete and repeatable process to ensure that your proposals address customers' requirements, are compliant with customers' instructions, and present your message and solution clearly to the customer and score the maximum allowable points or color ranking. Our services provide expert guidance and hands on participation in every step of the Proposal cycle and ensures proper oversight, follow up, and escalation of all activities throughout the engagement.