

# TeamBD™ from the source of government business development consulting



**TeamBD** is a federal business development consulting offering a menu of services with the amount of effort and projects determined by the client. Whether a company requires a particular agency analyzed, a bid review, an agency call plan or a host of other services, FedResults can offer to increase a client's federal market share with a customized, defined level of effort program. The FedResults team is made available with agency and technology expertise to support your company's efforts. TeamBD provides strategic business development, marketing and administration focused on increasing the client's sales revenue.

- Federal market analysis
- Mapping agencies to client solution
- Federal business capture plan
- Target agency lists
- Agency sales call plans
- RFP Analysis
- Opportunity analysis
- Support for calls and forums
- Sales Prospecting research
- Qualification of sales opportunities
- Customer contract needs analysis
- Pipeline of potential opportunities
- Proposal/response review
- Presentation support
- Client bid and pricing strategies
- Teaming partner analysis
- Access to decision makers
- Faster time-to-market turnaround



■ Helping companies find their way in the Federal market

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[www.fedresults.com](http://www.fedresults.com)

FedResults ([www.fedresults.com](http://www.fedresults.com)) offers companies a comprehensive approach for increasing their sales of commercial based technologies and services to federal agencies. By combining its experience, knowledge of the federal procurement process with its acumen in creating business and sales strategies, the company has built a cost-effective alternative for successful business development and sales. V.1.0