

GET TO KNOW BDO –  
GOVERNMENT CONTRACTING

# Federal Government Marketplace Entrance & Strategic Expansion

## ENTERING THE FEDERAL SPACE

With an extensive team of longtime industry leaders, BDO provides strategic support to break in and expand your presence within the federal contracting and grants marketplace, including: strategic planning, market analyses, opportunity identification, value proposition refinement, relationship development and direct engagement, proposal writing and management, and program administration.

### SERVICES LISTING:

#### **Competitive Intelligence & Market Analysis:**

Our comprehensive analytical strategies provide clients with a complete view of the operating landscape and a strategic roadmap for leveraging intelligence, research to anticipate opportunities and roadblocks, and key communication strategies to engage target audiences. Our team has worked with both large and small companies across the defense, energy, technology, healthcare, transportation, and financial sectors.

#### **Contract/Grant Opportunity Identification & Prioritization:**

We build a qualified contracts and grants pipeline based on your key services and opportunities that offer the highest probability of win. We continuously monitor contract and grant opportunities from state and federal agencies.

#### **Refine Value Proposition, Marketing Collateral, and Key**

**Arguments:** We work with your team to refine your value proposition, products and services, and marketing collateral that speaks directly to government buyers and decisionmakers, centering your arguments on their needs, policy objectives, and priorities.

#### **Design & Execute Integrated Capture Strategies + Teaming:**

Our teams design and execute tailored capture strategies based on our clients' core capabilities. We engage government contracting officers, program offices, and key decisionmakers to lay strong foundations for successful contract and grant pursuits. We also connect you with strategic teaming partners to shore up critical gaps and weaknesses compared to our clients' competition.

**Develop & Prepare Compelling Proposals:** We provide a full suite of expert proposal writing services for contracts and grants. Our team provides detailed proposal strategy and win-theme development aligned with our clients' objectives, resulting in compelling and compliant narratives and cost proposals.

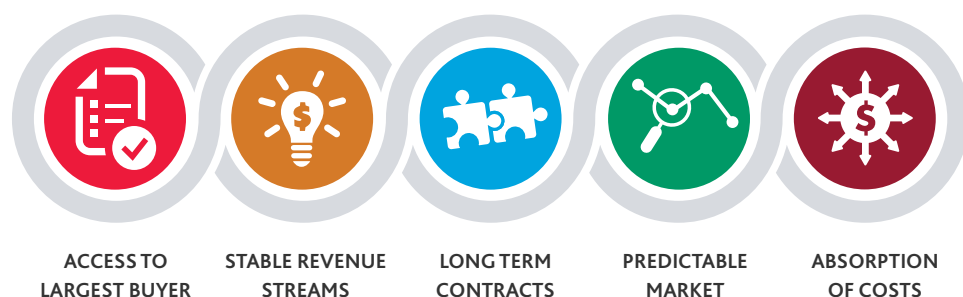
**Continuous 360°Feedback:** Our team incorporates lessons learned to improve our clients' operational efficiencies and increase their likelihood of winning future contracts and grants. We also co-develop key performance indicators (KPIs) with you to ensure optimal implementation and monitor contract/grant program progress.

## NAVIGATING THE FEDERAL MARKET

BDO's government contracting client base consists of approximately 1,100 government contracting clients ranging in size from emerging businesses to Fortune 100. BDO is an established leader in providing consulting services for the government contracting industry.

Our professionals, many of whom have worked in the industry, have extensive hands-on government contracting experience. As a result of our years of experience, we are able to provide strategic and detailed advice—truly becoming key advisors to our clients.

## BENEFITS OF THE FEDERAL MARKET



Federal sales diversify customer portfolios and act as natural hedge against global market turbulence. Companies currently participating in the federal marketplace are reaping the benefits of having access to:

- ▶ The world's largest buyer
- ▶ Long-term contracts and stable revenue streams
- ▶ Consistent cashflow
- ▶ Absorption of fringe, overhead, G&A, and R&D costs
- ▶ Non-dilutive source of funding
- ▶ Public RFPs and open market competition
- ▶ Transparent and predictable marketplace
- ▶ Growth in opportunities based on performance

## ENTERING THE FEDERAL SPACE

With an extensive team of longtime industry leaders, BDO provides strategic support to break into the federal marketplace including strategic planning, market analyses, market approaches, and agency relationship development.

**Our professionals have a deep understanding and strong subject matter expertise in the following federal market contract and grant advisory services:**

- ▶ Restructuring / transformation services
- ▶ Disputes and investigation
- ▶ Transaction preparation, due diligence, and litigation
- ▶ Commercial item contracting
- ▶ Compliance program design and development
- ▶ FAR/CAS compliance and DCAA audit support
- ▶ Small business contracting and SBA/DCMA audit support
- ▶ Labor law compliance
- ▶ International trade
- ▶ Grant advisory
- ▶ Cybersecurity
- ▶ ERP solutions
- ▶ Project controls
- ▶ Contract closeout and staff augmentation services

At BDO, our purpose is helping people thrive, every day. Together, we are focused on delivering exceptional and sustainable outcomes — for our people, our clients and our communities. Across the U.S., and in over 160 countries through our global organization, BDO professionals provide assurance, tax and advisory services for a diverse range of clients.

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Material discussed in this publication is meant to provide general information and should not be acted on without professional advice tailored to your needs.