



Capabilities Statement

Differentiators

- Help clients sell to all levels of government
- Ongoing support throughout the entire government sales and marketing life cycle
- In-depth reporting capabilities
- Client loyalty - we don't work with our clients' competitors
- Company success measured by client success and the collective value of contract wins

DUNS: 078847965

CAGE: 6XJN7

Diverse: VOSB

Size: Small Business

Business Start: 2009

NAICS: 541613, 541614,
541618, 541690

PSC: R708

Jon Tellier

President

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JetCo Solutions

5575 Kraft Avenue SE

Suite 100

Grand Rapids, MI 49512

www.jetcosolutions.com

Core Competencies

JetCo Solutions serves as an embedded government sales and marketing team for our clients. We provide clients with ongoing support that includes the entire government sales and marketing life cycle, including capture activities, research, bid search engines, bid/no-bid evaluation guidance, proposal management, and post-submission support.

Capabilities

- Capture
- Proposal Management and Writing
- Evidence-Based Price-to-Win (PTW)
- Research
- Color Teams
- GSA Schedule Applications and Maintenance

Client Achievements

- JetCo Solutions secured a GSA schedule for a security services company, then successfully modified it to expand to additional geographic regions and labor categories. Together, we have secured more than \$32 million in public sector contract awards.

- JetCo Solutions was hired to initiate a national flooring contractor's government sales effort. This collaboration resulted in \$3.6 million in contract wins.

- JetCo Solutions was brought on as a construction contractor's proposal management team. Now, the company has secured nearly \$10 million in contract wins with our help.



Capabilities Statement

Our Clients

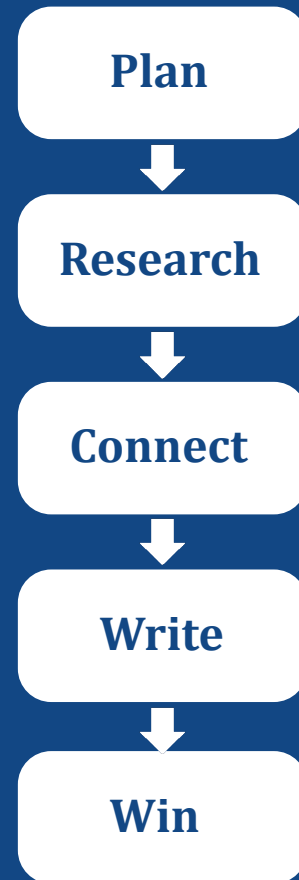
JetCo Solutions clients have excellent capabilities, experience, and expertise in their industry. They are highly qualified and have decided to sell to government. None of our clients can compete because we won't represent two companies that could be competitors. If we don't think you will be successful in government, expect us to tell you.

Clients that maximize our services provide the following resources to support government sales:

- Designate a responsive point of contact and ensure they have executive support for this effort
- Provide information for infrastructure activities
- Provide input for B2G marketing strategies
- Respond quickly to opportunities to determine bid/no-bid and to authorize submissions
- Respond quickly to requests for pricing and assets required for bid responses; quickly review written proposals prior to submission

Small and Strong

The results speak volumes. JetCo Solutions has won over \$4 billion in contract awards for clients - and 98% of the wins are for small business clients.



Awards

- 2017 recipient, Michigan 50 Companies to Watch
- 2015 recipient, EPIC Veteran Owned Business of the Year
- 2012 recipient, Entrepreneur of Distinction Award

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