



Facilitating Federal Contracts As Coach, Advisor, or Partner

Customized Portfolios ★ Heightened Awareness ★ Experienced Coaching ★ Bid Opportunities



★ GSA Certified ★ Turn-Key Solutions ★ Washington D.C. Expertise ★ Multi-Level Support ★

When you need to streamline your federal contracting efforts, we can provide dependable and timely support, customized to your specific needs.

The 3 standard ways we help fulfill your GSA contract award

1. Coach

Because you have real questions about how to handle your business-to-government relations. Government language, documents, methods and procedures can be difficult to understand. As coaches, we help you get the planning and responding right. Our role is to keep you on track and walk you through an often bewildering process. If need be, we bridge your hiring to a full-time internal government salesperson and develop marketing blueprints in the interim.

2. Advisor

Rely on us to develop, implement and refine your assigned government personnel / resources. It's hard for any staff to shift gears between the public and private sector, as most make private the priority. As advisors, our focus is on supporting and improving the people in place on the public side, and on pursuing the federal sales opportunities that follow. We maximize your efforts by customizing a portfolio of agencies and prime contractors who use your products or services. We also train and evaluate your current government salesperson or team, and help transition all designated staff to part- or full-time government sales.

3. Partner

As your professional contract facilitators, we take the lead in all federal relationships, handling every aspect of GSA schedule writing, managing the sales and marketing campaigns, making agency contacts by telephone and in person, sending information on your behalf, attending trade shows and networking events, and conducting follow-up meetings with key decision makers. We can also offer consulting as an ongoing supplement to your in-house efforts by providing expert support in areas when necessary.

Join with **On Target Group
To increase your government sales and profits
in today's competitive environment.**

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