

★ Primary and Subcontracting Opportunities ★ Strategic Alliances ★ Market Recognition ★



RFP Writing, Response ★ Presolicitation Introductions ★ Focused Departmental Campaigns

Specialized Government Consulting

The Louisiana State University (LSU) Federal Agency Directory lists over 1,300 distinct organizations across all three branches of federal government. Each agency too has its own setup and culture to consider. We certainly recommend researching targeted agency staff and studying their directives before making first contact. One size does not fit all; it is common sense that the Department of Defense will not receive an introduction in the same way as the Department of Education!

While every agency is different, there are useful guidelines to get started. [Onvia offers the following primer](#), if you are a CEO who's just now beginning to pursue government contracting work (excerpts):

1. *Know Your Sales Cycle.*

It can take longer to receive payment for government work — sometimes up to 30 to 45 days after the work is completed. Make sure you figure this longer payment cycle into your budget planning.

2. *Build Relationships Now.*

Some 80% of government contracts are never put up for bid. If a contract is under a certain dollar threshold, the agency is under no obligation to issue a bid notice or RFP. Start getting to know the decision-makers at your target agencies — you never want your bid to be your first contact.

3. *Tackle the Competition.*

The majority of government contractors lose more bids than they win. Research your target agencies' purchasing histories as well as your competitors, to position your strengths against their weaknesses.

4. *Sweat the Small Stuff.*

In terms of complexity, a government RFP is on par with tax documents, only it involves the government paying *you* money! Read the RFP closely and pay attention to every detail.

5. *Stay on Top of Bid Notifications.*

Your team will need as much time as possible to draft a winning proposal. The earlier you can find out about an opportunity, the more time you will have to research, write and revise the proposal.

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