

Positioning to Win Federal Funding

Securing non-dilutive funding requires a strategic approach to leverage the unique aspects of Federal programs. Here's how we help clients position themselves for success in this competitive environment:

- **Delivering “Best Value” to the US Government**
Shredding the opportunity/solicitation with an understanding of how the issuer is guiding applicants to what they want to see in a response. Using that understanding in crafting proposals that clearly demonstrate value to the client, articulating how the solutions meet their specific needs.
- **Strategic Pricing**
Developing a pricing structure that aligns with both government expectations and project goals, ensuring mutual benefit and competitive positioning. Ensuring that all of the considerations and requirements of the USG and the applicant are covered.
- **Strong Program Management**
Minimizing risks by ensuring comprehensive planning, oversight, and de-risking of project deliverables. Showing the appropriate amount of project management and authority for the particular activities. Presenting this in a form that aligns with USG expectations.
- **Rigorous Compliance**
Navigating and adhering to complex federal requirements to maintain alignment with government standards and ensure contract integrity. Knowing the implication and effect of FAR clauses and other information in the solicitation (and contract).
- **Getting Ahead of the Opportunities**
Networking in the community. Being aware of trends in USG funding by Department, Institute, and Division. Information systems that provide advance notice of initiatives and solicitations.
- **Being Highly Efficient with Time**
Managing to the schedule and applying resources where they deliver the most value in the response to solicitations. Minimizing attention to extraneous or low importance areas of the opportunity.