



Classroom to Courtroom

Business, Law, and Training Excellence

Market Intelligence Offerings

Industry Analysis

Centre Consulting can assist you in cutting through the red tape of market research to find prospective customers in the Federal space by identifying:

- Agency budgets for the current Government fiscal year
- Historical spending for prior years
- Agency missions
- Priorities for agencies in the coming year
- Incumbent contractors for key programs
- Points of contact on key programs

Competitive Analysis

Centre Consulting can help you identify where your sales should be focused by:

- Developing a list of your competitor's customers, including the amounts awarded through government contracts.
- Developing pipeline opportunities and tracking awards.
- Identifying contract vehicles that are appropriate and easy to use by the Government customer for procurement.
- Submitting FOIA requests under the name of Centre Consulting to preserve your anonymity.
- Assisting in developing a sales strategy of whether your business should bid on an opportunity by itself, partner, or go through a systems integrator or reseller.

Proposal Development, Preparation and Support

After an opportunity has been identified, Centre Consulting can write your proposal or assist in reviewing your proposal. These services include:

- Analyzing final request for proposals (if applicable), and conducting post kickoff meeting
- Identifying inconsistencies or contract term issues with RFP and submitting questions to the contracting officer for modification or clarification
- Drafting or reviewing teaming agreements
- Finalizing outlines, revising storyboards
- Conducting storyboard
- Assisting with developing cost proposal
- Conducting and responding to a Red Team Review
- Final QA check

Centre Consulting, Inc., a woman-owned small business, is a leader in providing consulting, training, and legal services to both government agencies and government contractors. Centre offers comprehensive expert advice on all aspects of federal contracting. We understand the complex legal issues, the competitive marketplace, and the rules and regulations of government contracts. Visit us online at www.centreconsult.com and get weekly updates in the world of Federal Contracting at www.centreknowledge.com.