

## Federal Business

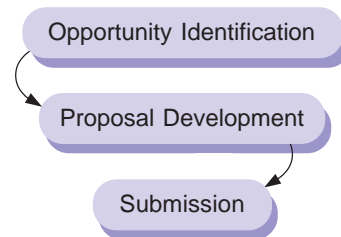
Let us help you with government business  
**Capture** opportunities and  
**Bid** proposal requirements



## Capture Services

### Capture and Strategy Solutions

We focus on qualifying prospective opportunities. We assist in various aspects of business development including procurement strategies, teaming partnerships, and all phases of capture:



### What We Do

ZAI Solutions provides business development, sales, capture, and bid proposal services for service and technology companies targeting federal, state, and local government markets.

We guide technology and services innovators through the complex government marketplace identifying, qualifying, developing and capturing new revenue opportunities. Our familiarity and relationships with government, partners and vendor channels accelerates market penetration.

### How We Work

Our methodology for a successful consulting and business development engagement is simple and straightforward:

- Understand and focus on your short, and long-term goals.
- Develop and maintain relationships with government and industry.
- Develop and implement targeted sales.
- Develop and implement business development priorities.

We offer recommendations in regards to contracts, capture, recruiting and partnering. Our **KIAC** methodology creates a business blueprint that yields a detailed action plan tailored to your opportunities and resources:

- **K**nowledge of government business and the marketplace to accelerate your government business
- **I**nformation about government agencies, budgets, initiatives and priorities that helps target the highest probability opportunities
- **A**ction to execute based on the knowledge and information important for success
- **C**ontacts and personal relationships within the government and contractor community that help us accelerate your success

### Capture

- Program Capture Strategy and Management
- Customer and Competitor Assessment
- SWOT Analyses, Call Plans, Teaming
- Win Strategy/Win Plan Development
- Execution

### Proposals

- Proposal Development/Organization
- Proposal Writing
- Win Themes
- Discriminators, Past Performance
- Assessment: Red/Gold Teams
- Value Proposition Articulation

### Training

- Business Development Process
- Organization and Implementation
- Capture Process Management
- Writing Winning Executive Summaries

#### Key Elements of Winning

- Relationships
- Functional Expertise
- Solution
- Past Performance



## 2010 Government Programs

We have extensive knowledge in the following programs:

**Department of State**  
Criminal Justice Program Support

**DHS**  
Enterprise Acquisition Gateway for Leading Edge  
Solutions (EAGLE) II

**GSA**  
Connections II

**GSA & DISA**  
Future Commercial SatCom Acquisition (FCSA)

**DISA**  
Network Global Services Management

**Army**  
Strategic Services Sourcing (S3)  
Communication & Transmission Systems Program (CTS)  
System Engineering and Technical Assistance R & D  
Continental U.S. Support Base Services II

**NIH**  
Chief Info. Officer Solutions & Partners 3 (CIOSP3)

**Air Force**  
NetCents II  
Materiel Command Design & Engineering Support 3  
Global Combat Support System (GCSS)

**Special Operations Forces**  
Information Enterprise

**Department of Justice**  
Information Technology Support Services IV

**Coast Guard**  
Support Services

**Navy**  
Information Assurance Support Services

## Staffing Solutions

ZAI Solutions provides support for any bid and/or capture requirements. We offer temporary staffing positions—with or without security clearances—under the following labor categories:

- Capture Manager
- Proposal Manager
- Volume Lead
- Technical Writer
- Senior Graphic Artist
- Resume Writer
- Graphic Artist
- Technical Editor
- Desktop Publisher
- Proposal Coordinator
- Strategy Support
- Orals Coach
- Past Performance Writer / Lead
- Technical Volume Lead / SME

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Maximize Access to Government  
Market Opportunities with the Help  
of Experts Who Understand the  
Public Sector Intricacies

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**ZAI Solutions**  
Federal Business Development & Sales  
*Where IT Innovation Meets Government Need*

### Offices in:

- Tysons Corner, VA
- Colorado Springs, CO
- Los Angeles, CA

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Robert D. Hardesty  
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Bill Simon  
310-559-7456

**Space & SATCOM Practice**  
Steven Groves  
719-310-8899

**Cyber Security Practice**  
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