

TOGETHER WE REACH YOUR GOAL . . .

About GI2

- Established in 2003 / Minority, woman-owned small business
- **Mission:**
 - ▶ *Help customers WIN government contracts;*
 - ▶ *Increase profitability through efficient practices;*
 - ▶ *Enhance customer ability to pursue additional opportunities and increase revenue.*
- **Focus:**
 - ▶ Three-pronged approach to helping customers WIN multi-million/billion government contracts
- **Concierge-like Business Model:**
 - ▶ *High quality resources with above average win rate priced 11%-16% lower than competition*
 - ▶ *Low Overhead translates to 22.5% lower mark-up than competition*

Strategic Business Management

- Strategic Marketing
- Capture Management
- Proposal Development
- Price to Win
- Contracts & Compliance
- Strategic Alliances
- Program Management & Operations

Improved Efficiency

- Process Evaluation and Redefinition
- Process Improvement
- Redefinition of Roles & Responsibilities and Process Workflows
- Business Tools Assessment
- GWAC Centers of Excellence

Business Tools

- Performance Dashboards
- Automated Workflows
- Proposal Knowledgebase
- Project Monitoring Systems
- Capture / Proposal Templates
- Linked RFP Workspaces
- Repurpose Existing Tools

Training

GI2 Scope of Services

- **Staff Augmentation**
 - ▶ Capture and Proposal Management
 - ▶ Price to Win / Strategic Pricing
 - ▶ Contracts and Compliance
 - ▶ Teaming
- **Business Management Support**
 - ▶ Business/Organizational Transformation
 - ▶ Process/Methodology Improvement
 - ▶ Improved GWAC/IDIQ Performance
 - ▶ GSA Schedules
- **Lifecycle Management Support**
 - ▶ Process Re-engineering and Development of Business Tools

NAICS:

- ▶ **541611:** Management Consulting Services
- ▶ **541613:** Marketing Consulting Services
- ▶ **541614:** Process, Physical Distribution and Logistics Consulting Services
- ▶ **541618:** Other Management Consulting Services
- ▶ **611430:** Professional and Management Development Training

Why GI2

- **Win Rate:**
 - ▶ **Capture and Proposal Management:** 75% wins on multi-billion/million and multi-year government contracts
 - ▶ **Business Management Consulting:** Increased customer win rate by 35% (up 80% wins on GWAC/IDIQ contracts)
- **Differentiator:**
 - ▶ GI2 is NOT a placement company
 - ▶ We work directly with customers to develop winning solutions; our win rate is directly associated with projects we work
 - ▶ Business model facilitates ability to provide high quality resources at reduced overhead
- **Benefits:**
 - ▶ Demonstrated expertise and success in government contracting
 - ▶ Key industry contacts (Government and Commercial)
 - ▶ Operational excellence and demonstrated successes.
 - ▶ Results-oriented methodology, focus, discipline, and the tenacity to make growth happen.

Go directly to the Source. Go with GI2 and "Together we reach your Goal".