

We
help Businesses
Grow



We help get people back to work by bridging the two worlds of government and business-which often more times than not, do not understand each other.

There are right and wrong ways to do business with the government. Inexperienced businesses waste a lot of money and time writing lengthy proposals they never had a chance of getting in the first place when they respond blindly to public bids. Courtney Consulting Solutions has a team of 'insiders' with decades of federal experience. You want to sell to an end-user, which is exactly what many of us were.

Research has shown that the expense of hiring a consultant was money well spent because the entire sales cycle process can be very costly in terms of energy and time. The process is extremely confusing for the uninitiated. Jumping in half way through will not work. There are many required steps outsiders do not understand. We understand them start to finish. In most cases, the fee of outsourcing your government needs to CCS is recouped after your first sale.



Services

Courtney Consulting Solutions offers a range of packages from half day training courses to long-term business relationships. We offer:

- Federal Marketplace Registration
- Full Outsourced Package
- Help Desk Package
- Maintenance Package
- Government Specific Business Plan Creation
- Sustainability Incorporation

Due to the fierce competition in the federal marketplace, it is highly recommended you submit a contract specific business plan when applying for a Schedule proving you can manage growth all within governmental regulatory compliance. Additionally, you have a competitive edge falling in line with Executive and Congressional 'Greening' goals if you offer sustainable or energy efficient products. No other consulting firm can bring the elements of insider knowledge, business planning and sustainability together.

The *Market*

- *The Federal Government spends over \$500B on 1.8M types of commercial products and services annually*
- *Over 70K contracts awarded daily*
- *\$10,000 per second, every minute of every day*
- *\$787B stimulus package to be spent over the next three years*
- *There are more contracts available than there are companies bidding*
- *Annually, GSA generates over \$40B in sales with a 66% year-over-year sales growth*
- *80% of all contracts are awarded to small businesses*

The federal government is the world's biggest and most lucrative customer. The dominant growing trend in the federal marketplace is to transact purchases using pre-approved price lists (e.g., A GSA Schedule contract), which allows your company to close sales quickly and remain within the rules. GSA serves as the acquisition and procurement arm of the federal government. In order to realistically compete, a Scheduled contract is key. This requires a focused effort up front, but once in, the rewards are extremely lucrative.

Why you need CCS

- Long-term revenue from a stable source
- Highly qualified staff with inherent insider knowledge
- Significantly reduce your competition
- Compliance of rules/regulations
- Less of your labor effort needed
- Aggressive Sales Plan
- Reduce average award time from 268 days to under 14 days
- In depth market analysis
- Discover government sales leads
- Always paid in full within 30 days
- Low marketing expenses

Realities of not using CCS

- Often takes a firm years to prepare and submit a Schedule proposal
- Fiercely competitive with a high rate of Schedule submission rejections
- Insurmountable red tape
- Complex regulatory environment
- Negotiations are a remarkably trying experience
- Unpublished criteria not known by you
- Inability to understand the 'language'
- You make it hard for purchasers to buy from you
- One of millions, an outsider

The government continues to spend more than ever. Consider entering this market as the best defensive move against a slowing economy. The time to secure your company's future is now.

In a time of economic uncertainty, winning multiple government contracts quickly can safeguard your business and, you may actually experience record growth. If you are committed to improving your business, we look forward to hearing from you.

COURTNEY
Consulting Solutions

Bridging the *gap*
between
Business and Government

When a business owner asks, "Where do I start?", we take over. You can concentrate on your daily business operations while we aggressively pursue government business for you.

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