



OST GLOBAL SOLUTIONS



Capabilities Statement

BD Center of Excellence

Bid & Proposal Academy

GovCon Incubator

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WE'VE WON OUR CLIENTS OVER \$22 BILLION IN GOVERNMENT CONTRACTS SINCE 2005



BUSINESS DEVELOPMENT, CAPTURE, AND PROPOSAL CONSULTING

Build Portfolio of
Indefinite Delivery
Vehicles



Develop
Opportunity
Pipelines



Capture
Opportunities



Win Proposals



Optimize Your
Processes



18 COURSES IN ALL ASPECTS OF FEDERAL BUSINESS DEVELOPMENT; FULL BD LIFECYCLE TRAINING ALONG FIVE PROFESSIONAL DEVELOPMENT TRACKS

Certified
Business
Developer



Certified
Capture
Manager



Certified
Proposal
Manager



Certified
Proposal
Coordinator



Certified
Proposal
Writer



**VIRTUAL AND COWORKING
INCUBATOR FOR SMALL
GOVERNMENT
CONTRACTORS**





BD Center of
Excellence

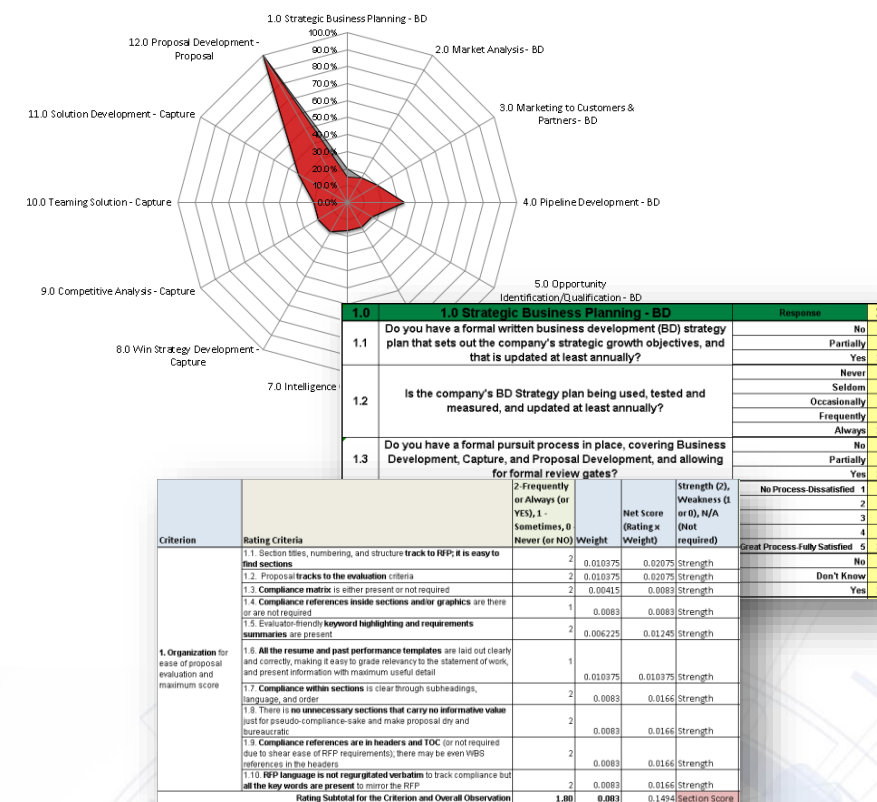
Company Assessment and Strategy Development



BD Maturity and Proposal Assessments

ABILITY TO DIAGNOSE ISSUES METHODICALLY, ASSESS COMPLEX ENVIRONMENT, AND FIND OPTIMAL SOLUTIONS

- BDAT™ for BD maturity assessment
- Benchmarking of your proposals across 60 weighted parameters
- Industry-leading analysts using proprietary algorithms for data analysis and access to paid databases
- Structured approach to BD Strategy Development that integrates proprietary methodologies combined with SWOT



Balanced Pipeline of Qualified Opportunities

LEADING PIPELINE EXPERTS PRIORITIZING TARGETS IN YOUR CORE AREAS OF EXPERTISE



BENEFITS

- ✓ Increased number of bids and wins
- ✓ More time to prepare for proposals
- ✓ Strategic approach that positions you for future bids



Holistic & Practical Approach to Capture



DEFINED METHODOLOGIES TO PRODUCE WINNING RESULTS

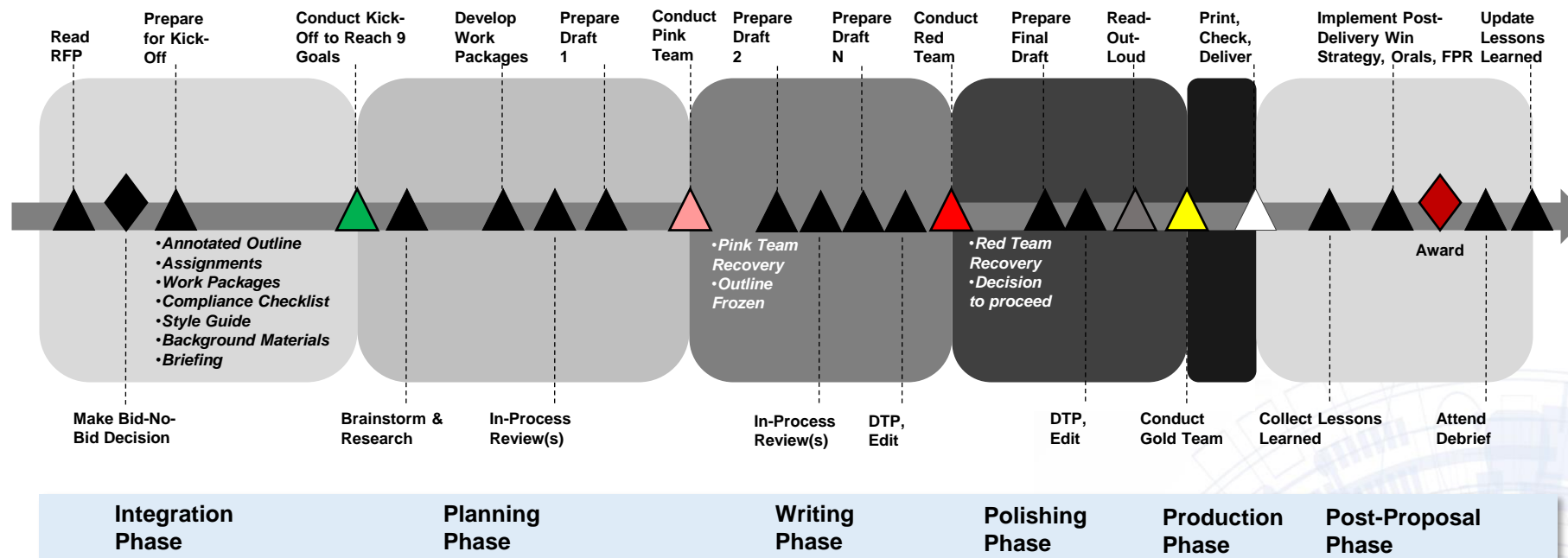




Proposal Management



PROVEN PRACTICES-BASED PROCESS, ARMED WITH FORMAL AND INFORMAL REVIEWS AND DETAILED CHECKLISTS TO AVOID RISK, REDUCE STRESS, AND INCREASE WIN PROBABILITY





Full Suite of Proposal Support



PROFESSIONAL HELP IN A COMPREHENSIVE OR TARGETED CAPACITY

- Proposal management and coordination
- Solution development
- Proposal writing
- Cost strategy, pricing, and BOEs
- Resource-loaded schedule development
- Color reviews
- Editing
- Graphics conceptualization and design
- Orals
- Proposal production and delivery

Just-in-Time Support: Delegate some or all of these tasks to us, leaving you the time for other important work

- ✓ Shred the RFP and prepare compliance checklist
- ✓ Build the draft annotated outline
- ✓ Prepare and later update the compliance matrix
- ✓ Set up proposal template and style sheets
- ✓ Pre-build storyboards or writers' work packages
- ✓ Prepare a kick-off package and conduct kick-off
- ✓ Conduct just-in-time training
- ✓ Organize and conduct proposal reviews and capture reviewers' feedback
- ✓ Edit and polish your final proposal



Bid & Proposal Academy



BD Classes, Webinars, & Training

OUR COURSES ARE BASED ON PRACTICAL “HOW-TO” APPLICATIONS WITH SPECIFIC TOOLS, TECHNIQUES, AND RESOURCES, BEYOND PROCESS AND THEORY

- Topics ranging from Business Development to Capture, to Proposal Development, Writing, Graphics, and Production
- IDIQ training, cross-training, and BD for Project Personnel
- Public courses are \$1,390 for two days; discounts available for teams and early birds
- Courses attended by industry, government, and academia (top 100 government contractors, small businesses, NASA, DHS, Treasury, DOE, and universities)
- Remote attendance available to save on travel



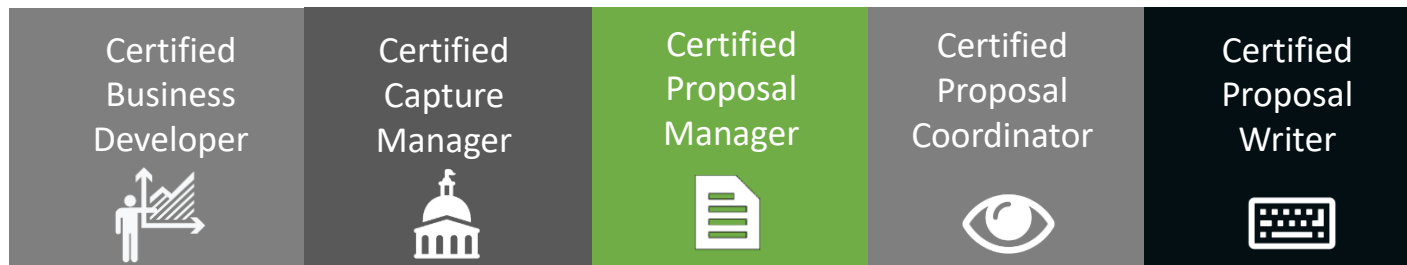
See our entire schedule of courses and catalog at
<https://ostglobalsolutions.com/events/>

Five Certification Tracks



COMPETENCY MODEL-BASED PROFICIENCY DEVELOPMENT ACROSS THE ENTIRE LIFECYCLE OF BUSINESS DEVELOPMENT

- Three 2-day core curriculum classes:
 - Foundations of Proposal Management
 - Foundations of Capture Management
 - Writing Persuasive Federal Proposals
- Major classes required for the specific certification type (6 days)
- At least two elective classes (4 days)
- Certification cost: \$8,384





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Corporate Onsite Courses

- 18 master classes and their custom variations
- Flat fee for up to 16 people
 - \$7,990 per day of training
 - Additional attendees are \$75/seat
- Can select custom set of training topics to fit the desired number of training days
- Training can be scheduled on different weeks, or in half-day increments if the company is in the DC area
- Materials are included (slides, handouts, templates, certificates)
- Curriculum and exercises can be tailored for your team based on your needs and priorities; \$1000 customization fee per day of training
- Remote participants can join training via GoToMeeting

Lessons on Importance of Training to Winning

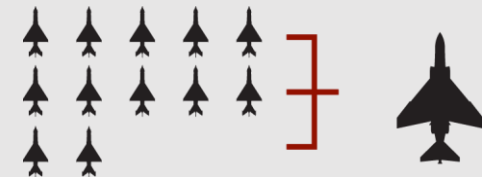


Vietnam war pilot 1969 kill ratio was 1.5:1
For every 1.5 of North Vietnamese planes we shot down, we lost a plane

- US Air Force concluded “better technology needed”
- US Navy study concluded: “more training needed”

Results

- In 1972, USAF finished Vietnam war with the same 1.5:1 ratio
- Navy finished with 12:1





GovCon
Incubator





Incubating and Accelerating Business Growth



- Community for small businesses committed to excellence in BD and operations and serious about growing aggressively in the federal market
- Members receive:
 - Access to our Knowledge, Networking, and Opportunities Wiki (KNOW™) portal with bid opportunities, networking events, learning, and resources
 - Mentoring sessions and targeted courses
 - Coworking space and conference rooms in Rockville, MD or virtual membership for those outside the DC, Maryland, Virginia (DMV) area
 - Access to our Bid & Proposal Academy classes and Blueprint for Federal Business Development
- Standard (\$275/month), Premium (\$525/month), and Coworking (\$595/month) membership packages available





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GovCon Incubator In the Media



- [Washington D.C. Business Journal: New incubator looks to plug small government contractors into the lucrative pipeline](#)
- [The Washington Post: Business incubator aims to help small firms win government work](#)
- [Washington Technology: New 'GovCon Incubator' seeks to help small firms make the leap](#)
- [WUSA9: Who stands to make money from the new federal budget?](#)
- Bloomberg Radio – [John Tucker](#) interviewed Olessia Smotrova on March 7, 2018 for a segment on small businesses aired the following week in 50 markets
- [Fedscoop: Serious about growing your contracting business? A new incubator is here to help](#)
- [California Business Journal: GovCon Incubator Was Created To Help Small Businesses Win Lucrative Federal Government Contracts](#)
- [Executive Biz: OST Global Seeks to Offer Mentoring Support to Small Businesses Via 'GovCon Incubator'](#)
- [Technical.ly: This Rockville incubator is designed to help small firms get federal contracts](#)
- [Small Biz Trends: GovCon Incubator Wants to Connect Small Businesses with More Federal Contracts](#)
- [Think Moco: Becoming a Prime in the Government Contracting Space](#)





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About Us

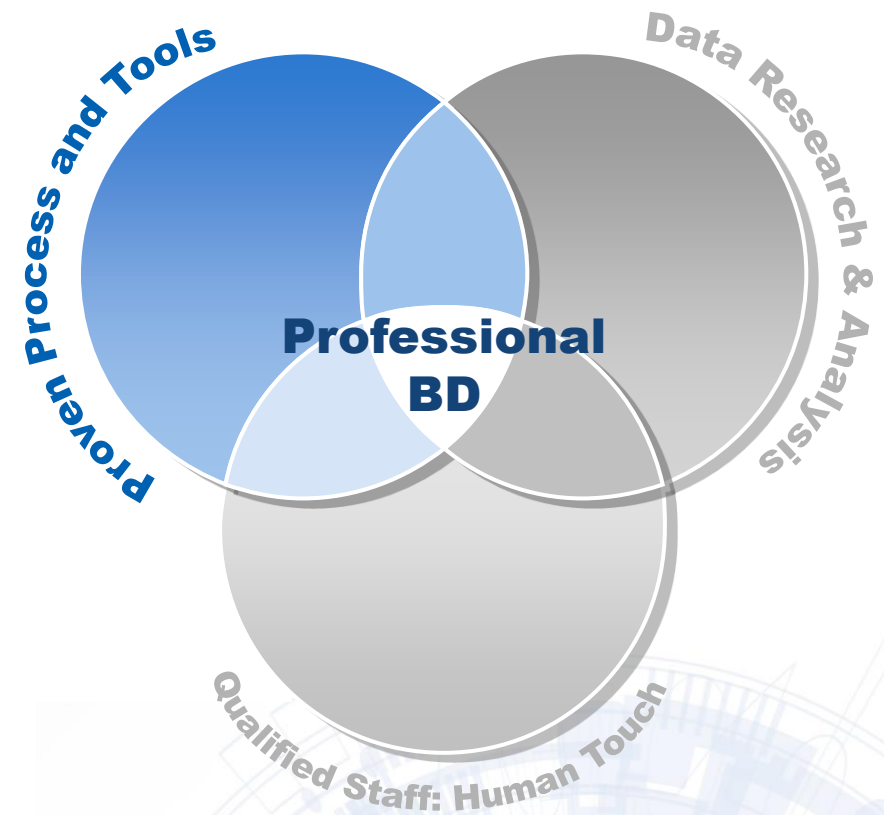




What Makes Us Different



- We use a combination of talent, processes, and data to produce winning results – more than \$22 Billion won
- Holistic view of BD to help diagnose and solve problems to raise your Pwin
- Proprietary processes detailed down to the checklist level, applied by the top 5 government contractors
- Transparent approach to service delivery that builds capacity—our mission is to help contractors serve the government better
 - We teach you how to do what we do
 - We build long-term, evolving partnerships





Thought Leadership in Business Development



- Olessia Smotrova, our President/CEO, is a Fellow of the Association of Proposal Management Professionals (APMP); there are less than 100 fellows
 - Served on NCA Board of Directors for 7 years, including 2 years as chapter President
 - Served for 2 years as the president of the National Contracts Management Association (NCMA) Bethesda/Medical Chapter
- Team members are avid bloggers and frequent presenters at APMP, NCMA, conferences, Prince Williams Chamber of Commerce, and Community Business Partnership





OST GLOBAL SOLUTIONS

Select Customers



SUPPORTING ORGANIZATIONS OF ALL TYPES AND SIZES

LARGE

MEDIUM

SMALL

accenture



GENERAL DYNAMICS
Information Technology



NORTHROP GRUMMAN



UNISYS

Raytheon

A Q U E N T

INTEGRITYOne
Partners



SJ Technologies
A Federal 8a Certified Company



ICMS
INNOVATIVE CONSULTING & MANAGEMENT SERVICES, LLC



BARBARICUM

VERITAS



www.ostglobalsolutions.com

Case Study: Tactical Air Support (TacAir)

TacAir is composed of TOPGUN commanders and instructors, and Air Force and Navy pilots that deliver consulting and flight services. Since 2011, OST has provided BD strategy, pipeline development services, capture, proposal development, graphics development and presentation support, process development, and training, helping evolve company's capabilities from sporadic to mature BD operations.

RESULTS:

- ✓ All staff members participate in BD using a systematic and disciplined approach
- ✓ New bids, white papers, and RFI responses submitted monthly
- ✓ Won major international flight training contracts and live CAS contracts
- ✓ Received outstanding proposal ratings



“As someone who has spent a career dealing with Centers of Excellence and individuals who consider perfection a routine endeavor, OST has developed a program that fit our standards perfectly.”

RC (Dawg) Thompson, President



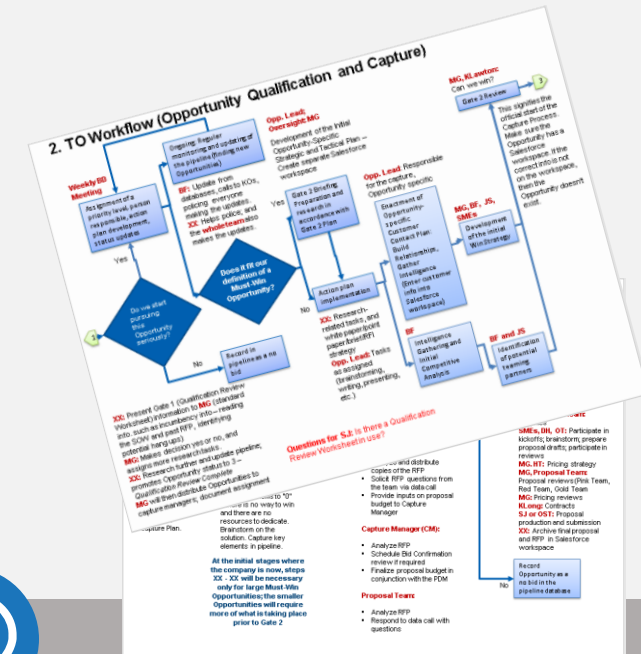
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Case Study: SJ Technologies

OST has supported SJ since 2014 with strategic planning; opportunity identification; marketing collateral; IDIQ pipeline and manual development; winning proposals; and equipping BD, capture, and proposal management efforts with industry best practices and processes. We have provided training and mentorship to staff, and a variety of services such as designing an internship program and setting up business systems, to ensure SJ has the foundation to exceed its aggressive business goals.

RESULTS:

- ✓ SJ Technologies has exceeded all of its annual strategic goals and doubled in size the first year of our support, and grew steadily ever since
- ✓ In addition to other wins, we have helped win SJ's largest requirements contract that has now positioned them for a variety of pursuits still in source selection



“OST has consistently delivered outstanding work, so we turn to them for everything.”

Marty Glantz, President



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Case Study: Barbaricum

OST has been providing proposal support from Barbaricum's inception in 2008 as a two-people company until present, helping develop winning bids. We started out supporting last-minute submissions and simple bids, and built up to 50 proposal submissions per year, providing outlines, color reviews, and preparing proposals for delivery. Our support has contributed to repeated wins.

RESULTS:

- ✓ Contributed to Barbaricum's 500% growth in 2012
- ✓ 7th and 3rd fastest growing company in DC for 3 years in a row, on the National Inc. 500 list
- ✓ Helped grow company to \$20 Million and more than 100 employees; company now sold its Chinatown building and owns a building in Dupont Circle in Washington, DC

.....
BARBARICUM

Inc.
500



"You pulled off a miracle. You are the only company I know that could have done this. Thank you."

Scott Feldmayer, Partner

Let's Partner in Winning Business



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