

Establish credibility and secure the right opportunity

<ul style="list-style-type: none"> Develop a clear, concise, and compelling value proposition Identify and target the right audience Build a strong network of relationships Establish a reputation for integrity and reliability Communicate your value proposition effectively Secure the right opportunity 	<ul style="list-style-type: none"> Identify and target the right audience Build a strong network of relationships Establish a reputation for integrity and reliability Communicate your value proposition effectively Secure the right opportunity
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Pre-Award Phase



Convert opportunity into a viable commitment

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Award Negotiation Phase



Deliver outcomes while staying compliant and in control

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Post-Award Phase



Prove value, minimize risk, and cleanly exit

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Closeout Phase

