



B2G Alliance, LLC

Specialists In Business To Government Solutions™

Navigating Government Business

www.b2galliance.com

About Us



B2G Alliance is a 100% Veteran-Owned company established to help government B2G Markets procure the best services and products from the private sector. Our Primary goal is to stimulate a more competitive business environment leading to higher standards for products and services in support of National interests.

As a Company we aim to deliver the best in products and services from the private sector to the Government to:

- ❖ 1. Help save lives**
- ❖ 2. Improve operability**
- ❖ 3. Provide a return on Government investments**

Our Solutions



- ❖ Augment or serve as development office for government business
- ❖ Strategic teaming with prime government contractors, system integrators, OEM's, re-sellers and small disadvantaged businesses
- ❖ Technology evaluation, training and transfer
- ❖ Mentor, train, coach and build internal government business operations
- ❖ Government business staffing solutions and executive placement
- ❖ Financial programs to assist with corporate capitalization, government purchase orders, and contract compliance

Our Solutions



- **- We specialize in opportunities development and deliver turn-key government capture management services**
- **- We create and facilitate marketing and sales channels with domestic and foreign governments and their prime contractor communities**
- **- We provide government business development training, coaching, mentoring and management**
- **-We deliver government sales forecasting so that you are better prepared in developing your sales pipeline**
- **- We help small businesses through the process of government recognition**
- **- We review and analyze government opportunities and a client's ability to capture contracts. We pride ourselves on producing high potential government leads through a qualification and due diligence process**

Our Solutions



- - We find, contact, and build teaming relationships between small business vendors and customers within government as well as with prime government contractors
- - We prepare small businesses for SBIR Phase II Capture by delivering key Commercialization strategy planning
- - Our Strategic relationships provide opportunities for executive coaching, organizational development/learning opportunities, team/individual training, team building, and issue resolution with Fortune 50 know-how
- - We facilitate staffing solutions using Geoff Smart's Top Grading methodology
- - We facilitate Purchase Order Financing and other bridge and alternative financing solutions supporting government contracts

Procurement Services

B2G Alliance specializes in "Cradle to Grave" contracts and procurement opportunity development services which include:

- ❖ GSA General Supply Schedule preparation
- ❖ Contract administration and management
- ❖ Contracts closeouts
- ❖ Acquisition support and services
- ❖ Grant identification and preparation
- ❖ Small Business Innovative Research proposals
- ❖ Small Business Technology Transfer proposals
- ❖ Preparation of agency certification applications (SBA 8a, WBE, WOB, MBE, SDB, SDVOB)
- ❖ Business development support (strategic planning, business plans, financial projections, project management, compliance monitoring, purchase order financing, etc.)

Program and Capture Management

Our Program and Capture Management team provides small and mid-sized government vendors with proven methods to identify, qualify, bid/propose, negotiate, capture and effectively manage new and follow-on business opportunities within the Federal Public Sector. This practice provides professional contracting assistance, enabling contractors to significantly enhance their efforts to get a share of the \$1.6 trillion Federal Public Sector market.

Whatever the client's requirement, our team creates a Strategic and Operational Plan that insures the greatest chance of success on the bid. B2G Alliances' Program and Capture Management Practice is an end-to-end integrated solution from strategic objective development / implementation to Lessons Learned after completing a government contract.



Working with Us



- ❖ **B2G Alliance works for its clients on retainer-based contracts**
- ❖ **Typical work agreements are structured on 6 month and 12 month contract periods depending on objectives**
- ❖ **Power is placed into the hands of our clients with a 30 day termination notice clause**
- ❖ **We consistently deliver quality to our clients including service after the sale**

Above the Rest



Sell to the Government with Esprit de Corps!

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