

## SERVICES OFFERED BY GCS

**Certifications:** 8(a), HubZone, MBE, SDB, SDVOSB, WBE

**Contract Administration:** Grants, GSA, GWAC, Subcontract Plans

**Contract Vehicles:** GSA, GWAC's

**Grants:** SBIR / STTR

**Marketing & Business Development:** Agency Personnel, Primes, Tradeshow

**Mentor Protégé Program**

**Proposal Writing**

**Security Clearances:** Facility, Confidential, Secret, Top Secret

**Training:** Gov Marketing, RFQ's/RFP's, Registrations, Regulations, Terminology

**Miscellaneous:** Contractor Needs Analysis, Registrations, Research

**Outsourced:** Audits, Bid Search Engines, Funding, Lobbying

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If you are interested in a government related service and do not see it listed above, feel free to contact us to discuss your need.

## CONTRACTOR SERVICES

Whether you are a veteran or a newcomer to government contracting, GCS can make the process simpler and rewarding. We can register your business with government agencies, provide access to bid opportunities, train your staff on proper bid procedures and market you to government procurement officials. Our personnel can write winning proposal responses to RFP's and make oral presentations on your behalf. And if you really want to get serious about selling to the government, we can assist you in obtaining a GSA schedule contract for your products or services.

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# GOVERNMENT CONTRACTS

Conducting business with the government can be very rewarding and can stabilize fluctuating revenues associated with commercial business cycles. But to be good



at it requires skill developed through experience, knowledge of government policies and procedures, and sometimes good old fashioned contacts. Even government contracting can be a real people business.

For more than a decade, Government Contractor Services (GCS) has been helping small and large contractors to conduct business with Federal, State and Local government agencies. We assist our clientele in obtaining essential Certifications, Contract Vehicles and Security Clearances. We offer classroom training to help companies to maximize the value of their bid staffs. And

we offer both Focus Sector and Focus Client marketing services to put our clientele in touch with exactly the right decision maker, end user or program manager looking for the client's products or services. We recognize that identifying the right government personnel is not always enough—that's why we go in and build an interest and initiate a need.

Whether you are new to the government marketplace or an old pro, chances are good that we provide a service that can improve your ROI in the government sector. So You Want Us To Tell You Something New? We will! If you are new to government contracting and you are uncertain of your needs, we can fill in your knowledge gap by conducting a Contractor Needs Analysis. This service is designed to give you an overview of where your products or services fit within the government marketplace as well as how to best utilize government programs. If you are an experienced contractor and you simply want to make us work heard to earn your business, we have an advanced Contract Needs Analysis designed to assess your companies strengths and weaknesses in the this marketplace and make practical real world recommendations.

We are often asked this question by prospective clients: "What does it take to succeed in the government marketplace?" The simple answer is lots of knowledge, experience and contacts.

That's why we offer particular services to clientele. Our service offering has been developed in response to a decade of client need.

Some of our more popular services are obtaining beneficial government certifications like 8(a) and SDVOSB, obtaining essential Contract Vehicles like GSA and GWAC as well as providing Focus Marketing efforts. See the reverse side of this panel for an additional listing of services provided by GCS.

We should add to our answer to the question above that it also takes quality products and services to succeed in the government marketplace. That's where you fit in.

**A Message From The President:** *I remember more than a decade ago—soon after I started this business, an associate asked me what our goal was.*

*Without hesitation, I quipped: "To be the best consulting firm in the industry." I have considered this statement for many years now*

*and I still do not know how one can measure that lofty goal. But I do know this—as long as we are working toward the goal, we will continue to provide value and quality service to our clientele.*

