

How FBC Can Affect Your Companies Success

If you are contemplating entering the Federal Marketplace, I congratulate you for recognizing the true sleeping giant that offers so many benefits and choices to realize your goals.

The Federal market is more structured than what you currently are used to. As a former successful federal contractor, the paperwork and compliance can be a challenge for some people as it was for me. However, it also taught me the importance of being better organized. In the end, I secured my first contract and quickly adapted to the Federal requirements.

There are 4,400 buyers and about 150 agencies in the Federal system, with a massive budget. Most importantly, you will probably never have the opportunity to talk to a buyer until you graduate to larger projects.

In the Federal space it is not about sales, it is marketing that gets results. Your buyers will see your name frequently and develop a "sense" of knowing you. That is KEY! This is a virtual business, and you must do the best you can with the available tools.

Research is King! Bidding on a project requires all your resources and significant manpower that cost money. Research tells you how to bid, the buyers persona and a projection (which is most times very accurate) and what your competitors will bid. It illuminates other issues as well.

Please feel free to call, text or email me with questions. If you are considering Federal business, I offer you a **complimentary study**, based on research that includes competitor information, pricing in your marketplace, budgets, projections etc. Sometimes people are shocked when they discover how few companies are registered that are your competitors.

Simply call me, text or email me with questions or take advantage of our free offer to 760 399 2666-(direct mobile number) or duke@federalbizconnect.com.

Thanks