

Business Development Consulting

Alaska Native Corporation | Minority Small Disadvantaged Business



The U.S. Government spends more than \$500 billion a year on products and services ranging from office equipment to technology development, making it the world's largest consumer of goods and services. The government requires that at least 23 percent of all federal purchases be fulfilled by small businesses, creating an extremely lucrative market for small businesses. The Federal procurement process can be overwhelming, seemingly complex and lengthy. Jadin Tech mentor's businesses in developing simplified strategies, as well as capture, and proposal development skills to win and retain Government contracts.

We will demystify the requirements, and help you develop scalable processes, streamlined techniques, and customized tools, and then artfully apply them to the science of business development.

Jadin Tech's experts have more than 50 years of combined experience winning billions of dollars in business for both small and large Federal contractors, from GWACs & IDIQs, to single award, and sole source SBA 8a contracts.

LEVELS OF SUPPORT

1. Training in resource management & business development
2. Talent Acquisition to fulfil proposal staffing & response
3. Targeted training in client-tailored workshops

GOVERNMENT PROCUREMENT LIFECYCLE SERVICES

Establish Governance

- Set Direction
- Access Effectiveness
- Institute Continuous Process Improvement

Develop and Motivate Staff

- Identify and Address Capability Gaps
- Align Performance with Strategic Priorities
- Execute to "The Plan"

Define Corporate Strategy

- Develop Pipeline
- Implement Lead Nurturing
- Develop a Marketing Strategy

Execute Capture

- Develop Win Strategy
- Identify and Select Team
- Create Solution

Propose to Win

- Create Compliant Foundation
- Discriminate Yourself from Competitors
- Demonstrate Value in your response



Sherylyn Asch

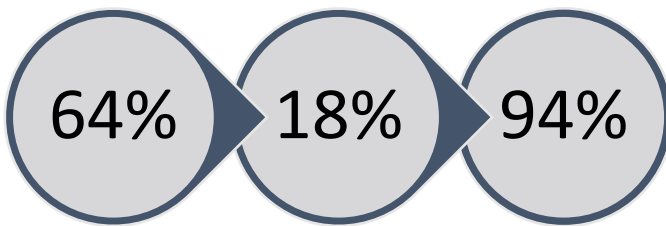
Sherylyn is an expert in the Federal acquisition processes, delivering 20 years' experience working with small start-ups to Fortune 50 defense contractors. Ms. Asch has led large, complex, and strategic proposal responses to top Federal procurements winning more than 12 GWAC IDIQs and \$39B in task orders and single award contracts. She infuses rigor into organizations by implementing repeatable processes and procedures that produce industry best practices. She enables companies to operate strategically and cost effectively. Sherylyn motivates and empowers those she works with, training them to achieve success through innovative solutions, continuous process improvement, and implementation of lessons learned.

Our team of professionals has the expertise and knowledge to enable your company's growth both domestically and internationally!

DEVELOP EFFECTIVE “NEW GAME” STRATEGIES

Want to develop the most effective market strategies? Improve your chances of winning new business? Jadin Tech’s Management & Business Development Consulting Services leverages decades of Department of Defense and Commercial industry expertise to deliver proven business solutions for medium and small business clients around the world. Our team provides Strategic, Operational, and Tactical solutions for your most complex, critical issues, allowing you to:

- Access Key Contacts within Govt. Agencies
- Identify and manage risk
- Exceed customer requirements
- Position your firm competitively
- Develop winning proposals
- Partner and team for success
- Identify new opportunities
- Enter the “Digital Revolution”
- Develop “New Game Strategies”



- 64% Savings in Cost to Pursuit
- 18% Average Response Time Saved
- 94% Increase in Success for our Clients

WHY JADIN TECH?

At Jadin Tech, we deliver value through our specialized training services. Our mission is to deliver results-oriented and cost-effective training to help small and mid-size businesses generate growth, maximize revenue and develop a sustainable competitive edge in Federal, State, and Local Government Contracting. We excel in providing training from opportunity identification through implementation for our clients. Our team has decades of experience in the identification, capture, and bid & proposal to obtain workshare for our clients. Our professionals are proven experts in their respective fields, and successful business development leaders who understand the synergy achieved when the right expertise and the right tools are utilized.

Primary NAICS Code: 561330 | Professional Employer Organizations

Secondary NAICS codes: 561311, 541519, 541511, 541512, 541611

DUNS: 080051374

CAGE Code: 7HK63

MANAGEMENT & BUSINESS DEVELOPMENT CONSULTING SERVICES

Mr. Michael Bradshaw is the International Business Development talent behind Jadin Tech. Mr. Bradshaw supports both domestic and international operations and business development activities for the clients we support. Possessing strong leadership skills, strategic vision, and focus with expertise in all aspects of corporate operations.

Mr. Bradshaw’s core business strengths include: Corporate Entrepreneurship, Strategic Planning, Startup Management, Go-to-Market Strategy, Marketing & Branding, Domestic and International Business Development, Business Process Management, Cross-Functional Team Building, Risk Management, Training & Leadership, Software Development, Program Management, Logistics Management, P&L Management, Systems Integration, Proposal Development, Budget Development, and Turnaround & Crisis Management.

Mr. Bradshaw has successfully grown 26 companies over his career as a defense contractor by creating Game Changing niche business opportunities for the corporations he has supported.

Experienced Trainers providing Insight into
Capturing & Growing Business with the Federal Government.

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