

Proposal Management

involves complicated processes and team collaboration to be successful; defining the process, planning the content, and coordinating reviews as well as assigning staff and coordinating their activity

How to make right

structure your business development and proposal processes around what it will take to win

never prepare proposal without having a clear idea what it will take to win

Planning

solution planning is different from
content planning

using the right tool for the right job

Taking Care of Business

the first thing to realize is that you most likely are not getting paid what you're worth

budgeting for a proposal requires an accurate estimate of the staffing required

Pay Attention



Staffing options:

- Surge – support just when you need it
- Long term – 1 week to 1 year assignments
- Permanent – by proposal pros, for proposal pros

Contact

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