

ESEM Consulting LLC

Now is the time to take your technology-focused company to the next level by growing your presence in the Federal government IT marketplace.

ESEM Consulting LLC, created by Dan Mintz, a former US Federal CIO, Federal 100 Award winner, and corporate COO and CTO can help you accomplish this goal.

The major keys to success are ensuring your senior staff is growth-ready, that necessary operating procedures are in place and your capture approach is consistent with your goals.

Focusing on the strategic allocation of growth resources in the press of day-to-day operations can place a strain on management. Bringing in specialized expertise to help you hone your corporate capabilities and define potential opportunities will make the path much clearer.

<i>The Fundamentals</i>	<i>Visibility through Technology</i>
<ul style="list-style-type: none">• Assess current contracts, management and technical capabilities• Business strategy review and enhancement• Interview key senior staff, resulting in mentoring or specific training• Business development planning and implementation which may include:<ul style="list-style-type: none">○ Attending customer meetings○ Supporting capture activities, teaming decisions, theme development○ Participating in proposal ‘color’ reviews, CR/DR responses, and orals preparation	Online topical presence through: <ul style="list-style-type: none">• Sponsored white paper(s) on tech issues (quarterly)• Podcast interviews for corporate web page (quarterly)• Topical blog posts for corporate web page (monthly)• Opportunities for co-publishing with our partner Bob Gourley/CTOVision
<i>Executive Relationship</i>	
Utilize ESEM Principal consultant Dan Mintz: <ul style="list-style-type: none">• As a bid resource (Executive Advisory Board)• On your corporate web page as a corporate advisor	

For additional information contact:

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