



OST GLOBAL SOLUTIONS



Schedule Your Next Training
by contacting us at
service@ostglobalsolutions.com
or call (301)384-3350
www.ostglobalsolutions.com

On-site Corporate Training

Business Development, Capture, and Proposal Development Bid & Proposal Academy Courses Tailored to You

On-site workshops and training programs covering business development best practices, delivered by highly experienced instructors, and with training materials that serve higher retention and provide future reference for growth

On-site training options include:

- **Standard** (you chose from the list of classes we have), or **customized** toward your needs (we can combine modules from any courses to fit your personnel and industry)
- Flexible delivery options with remote classroom participation available
- Up to 16 people in each class, but we can accommodate larger groups as well

Choose from the variety of courses:

1. Foundations of Federal Business Development (BD)
2. BD for Project Personnel
3. Foundations of Capture Management
4. Advanced Capture Management
5. Foundations of Proposal Management
6. Advanced Proposal Management
7. Writing Persuasive Government Proposals
8. Developing a Winning Cost Volume
9. Win Themes Development
10. Oral Proposal Development
11. Preparing Winning Multiple Award and Task Order Proposals
12. Proposal Color Reviewer Workshop (Pink and Red Teams)
13. Desktop Publishing Workshop
14. How to Develop a Compliant Proposal
15. Solution Development: CONOPS, Executive Summaries, Technical and Management Volumes, Risk Section, and Past Performance
16. Executive Summaries Workshop
17. Foundations of Pricing and Estimating
18. Proposal Graphics Design and Conceptualization Workshop
19. Proposal Editing Workshop

Get everyone on the same path to success, save substantial costs, and build practical skills through real-word examples and exercises

"Thank you so much for your work on the Proposal Training for the Laboratory! You worked very hard to listen to our requirements and then offer training that offered a comprehensive view of what we need to be doing to improve our processes and effectiveness. I have continued to hear feedback from the participants about the quality of your work and your in-depth knowledge and experience. I look forward to working together in the future. Thank you."

-Anne Long, John Hopkins University Applied Physics Laboratory

Benefits Beyond Skill Development

- *Higher capture and win rates*
- *Higher proposal quality and bid rate*
- *Benefits to a specific live capture pursuit used for exercises*
- *Cross-training in BD skills removes single points of failure and burnout*
- *Communicated priority of BD to the company*
- *Common language for BD*
- *Team building*
- *Deepened employee awareness of company's capabilities and talent*
- *Greater employee pride in the organization*
- *Projecting a more professional image to the government and teaming partners*

All classes include seasoned practicing instructors, attractive slides, hands-on exercises, and detailed checklists and templates to refer to in the future. We issue a certificate of completion to every participant.