

FAST™ Process: Federal Acceleration Strategies and Tactics



The road to success in government contracting is difficult to navigate. Fruitlessly responding to federal procurement solicitations without a plan is frustrating and wastes time and money. TargetGov offers a proprietary, *proven* program, designed over a period of 20 years that helps government contractors plan, position, pursue and win federal contracts, consistently.

The TargetGov **FAST™ Process** leverages your strengths and past performances, and builds new decision-maker relationships.

It is a repeatable, measurable, scalable discipline that produces sustainable financial results.



Extensive customized federal market research, in depth analyses and action plans tailored for *your* company, are combined to produce stellar revenue growth.

*By using the **FAST™ Process**, TargetGov clients have won over \$4 billion in new federal contracts in just the past five years.*

“We saw results by using the **FAST™ Process** that helped us exceed our 5-year revenue goals in 18 months. I strongly recommend this business growth process to anyone serious about the federal government market.”

B. Smith, RMF Engineering

“We started using the **FAST™ Process** and saw results immediately. I loved the three-prong focus: prime, subcontract, and teaming opportunities were all covered. We are priming and on teams bidding for contracts and have seen revenues increase through both prime and subcontracts. It worked exactly as they said it would.”

Michele Ruiz, Ruiz Strategies

What is the TargetGov **FAST™ Process?**

It is an intensive 60-day program where we identify the agencies, contract vehicles, competitors, teaming partners, decision makers, opportunities and specific action steps you must take to aggressively increase your federal revenues. The program is based upon your 1, 3 and 5-year strategic growth goals, and your unique services, products and capabilities.

Contact us today to learn how we can help you significantly boost your federal sales **FAST™!**

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