

Steps to Government Contracting

The Process



STEP 01



Registration

Generate potential leads who might be interested in your product/service. Register!

STEP 02



Bid Notifications

Receive bid notifications based on selected service industry codes. Reduce email static by identifying primary service classifications.

STEP 03



Qualifying

Make sure that the prospect actually needs your product or service PRIOR to placing an offer.

STEP 04



Submit a bid response

Show how your product service fixes the prospect's problem - use case studies and testimonials. Demonstrate value to client.

STEP 05



Business Development

Close the deal and actually deliver what you promised (better to under promise and over deliver!) Increase revenues through continued contract participation.

Find out more at:

[HTTPS://INTEGRITYCONSULT.NET](https://integrityconsult.net)

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