

GovBidPro.com, Inc.

Research, Training and Business Development Consultants



Mike Menahem, MBA

GovBidPro.com Founder and Sr. Consultant

Class Notes



SAM.gov – For registration ... CAGE- Commercial and Government Entity

SBA- Small Business Administration

Front End

RFP – Request for Proposal

RFQ – Request for Quote

RFI – Request for Information

SOW- Statement of Work

PO – Purchase Order

Back End

Contract

SF 1449 SF- Standard Form

Supplier recruiting

Contract Modification

Logistics

Invoicing -- Net 30

Set-asides

Woman-Owned

Veteran-owned

HUBZone

other



Meet Govbidpro.com's Founder

Mike Menahem, MBA



12 years ago, after a career in sales and finance, I left the Northeast and returned to Florida to be close to family and to better utilize my MBA. At a small, family-owned company, I was able to hone my experience in the government sales sector.

I learned every facet of the public sector contracting space, from marketing to selling to delivering. Through a self-taught method, I learned about the bid process, RFPs and RFQs, the submission process and what and how to submit to the contract officers. In the back office, I learned how to build relationships with suppliers, acquire new credit streams and learned the most efficient and effective methods of invoicing the government.

From only an idea, I built a department with a small staff and we grew the company's government sales from zero to \$2 million in sales. I learned how to work with deals from cradle to grave: from the time the bid was on FBO, Fedbid.com or GSA Ebuy, all the way to the my firm was wired the funds.

In 2015, I decided to go out on my own. I created and founded Govbidpro.com, built a website, and incorporated. The mission of our firm is to consult and sell the private sector on how to navigate the process of doing business with the government. The firm's activities are full service. We have clients that prefer to use only one service, such as research or sourcing bids. And we have clients that use us as their B2G department and "hand us the keys".

Over time and based on sector demands, I've grown our services to include proposal design and writing, including technical writing. I've created and written capability statements and business plans, as well as other marketing materials for small business owners to provide contracting officers in various government agencies.

We hope you come on board, join us and begin your B2G journey with Govbidpro !

More about Mike:

Residence: Albuquerque, NM.

Hometown:
Buffalo, NY
Clearwater, FL

Education:
UCF, BS-- Business

CW Post College of
Management, NY,
MBA, Finance

Fun Fact:
Worked at Disney World at Wilderness
Lodge Resort as Valet

Favorite Travel Destination:
Las Vegas