



CYBERSECURITY
GROWTH PARTNERS

Accelerating Cybersecurity Business Growth

Business development and capture management services

Clients often find it challenging to find staff for a short-term capture engagement. Using Cybersecurity Growth Partners, clients can quickly staff their team with experts to work on capture efforts. The following are our business development services:

Flexible service offerings?



Capture manager for hire

Whether you need a permanent or temporary capture manager, we offer highly motivated and experienced people, ensuring a successful opportunity capture.



Business development support

We can offer business development professionals to help develop or improve your business development program or consult on particular opportunities.



Deal team

Whether you need a single resource or an entire group of resources, Cybersecurity Growth Partners can help.

Why use an industry-proven business development process?

Qualified pipeline

Qualifying an opportunity consists of validating your company's capability and past performance; the customer's funding; and acquisition strategy. Cybersecurity Growth Partners will assist you in qualifying opportunities; we use a scoring system to make informed investment decisions.

Efficient use of budget

Budget and time are constraints for all companies when pursuing new opportunities. A structured approach for identifying, qualifying, and capturing business will enable your company to allocate resources efficiently. Cybersecurity Growth Partners may assist your business in developing a pipeline of opportunities using a structured business development approach that delivers wins while efficiently using your budget.

High win rate

A business development approach that positions your value proposition with clients, evaluates the competition, and identifies and aligns teammates improves your win rate. Cybersecurity Growth Partners will assist you with evaluating opportunities and effectively explaining to leadership why your business can win an opportunity.

Quality proposal

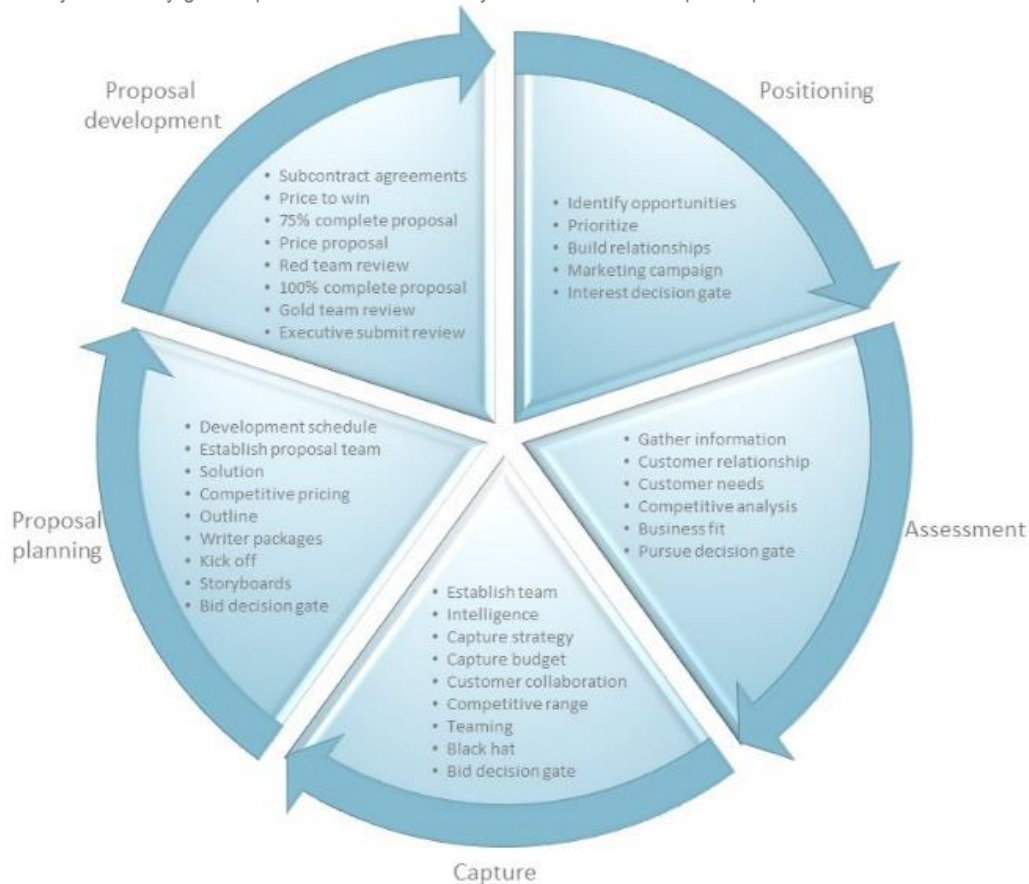
A quality proposal alone does not win opportunities. Still, many are lost because the proposal did not address customer pain points or communicate your company's value proposition. Cybersecurity Growth Partners will provide resources to develop a proposal addressing key win themes, customer requirements, and hot buttons.



What is our approach to business development?

“Accelerating business success using a defined business development approach and industry knowledgeable experts.”

Many business development processes are in use today. Your company may have a business development process that has proven successful for you. Cybersecurity growth partners will either use your business development process or use ours.



Experts

Clients will receive business development resources with cybersecurity market, technology, and industry experience, winning new business.

Engagement

Engagement with Cybersecurity Growth Partners is easy and starts with understanding your business challenges, what business development phase you are looking for assistance in, and what opportunities you need help with. We will prepare a detailed statement of work detailing tasks, deliverables, and schedules to ensure that we deliver the project to your satisfaction.

Support@cybersecuritygrowthpartners.com

Leesburg VA

703-980-0363

