



Akhiok-Kaguyak, Inc.

A Common Sense Approach to Federal Business Development & Talent Acquisition

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Federal Business Development

A COMMON SENSE APPROACH



Your Business Development Team





4 Deadly Ps of Government Contracting

- Personal Intelligence/Intimacy
- Past Performance
- Price-To-Win
- Key Personnel





- Customer (Put them first!)
 - ✓ Meet
 - ✓ Date
 - ✓ Marry
- Competitor
 - ✓ They are coming to take your partner!
- Conscious Adherence to Requirements
 - ✓ Bid what's on paper not in your head.



Personal Intelligence/ Customer Intimacy
It's a Double Edge Sword



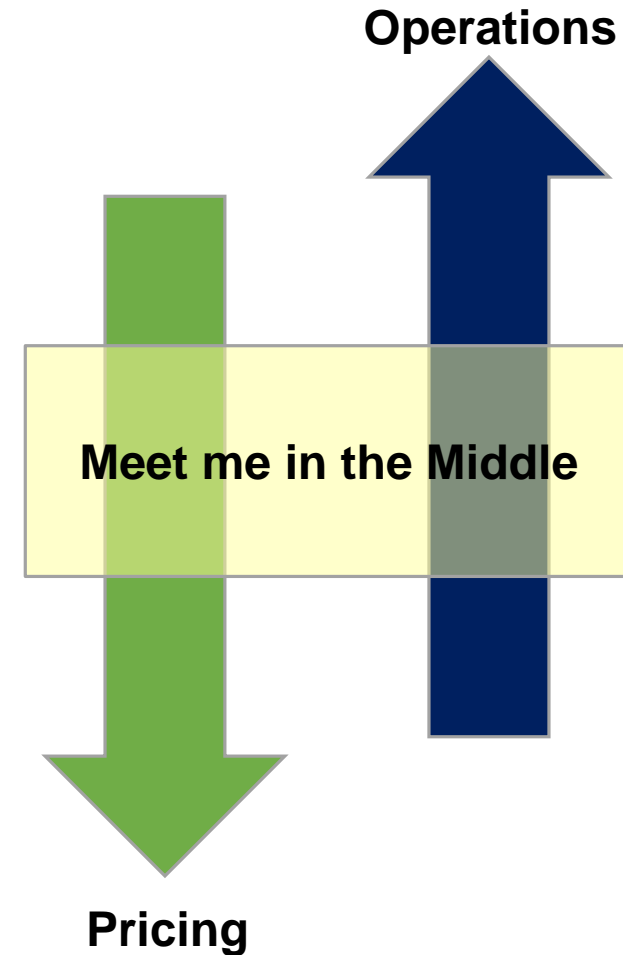
- Recent
- Relevant (Scope)
- Required (Neutral vs Scored Risk)
- Resume' of your Management
- Review for Gaps
 - ✓ Check the Box or Strategically Tea



Past Performance – Your corporate resume
Don't know much about history....



- Forecast your G&A (Accurately)
- Fully Burdened Wrap Rate (Competitive)
 - ✓ Cost
 - ✓ Top Down and Bottom Up
 - ✓ Unbalanced Pricing will kill you!
- Flushed out Labor Rates (Proper Staffing Levels –SCA is another world!)
 - ✓ Do more with less
 - ✓ Get well with Contract Mods



Price-To-Win Strategy
What's the winning number?



- Relevant Skill Sets & Cultural Match
- Recent Performance
- Requirements Shaping
- Respect of the Customer
- Retain Incumbents Workforce
- Recruit to Respond to Solicitations
- Repository of Resumes
 - ✓ Incumbent Capture
 - ✓ Greening the Staff
 - ✓ Scrutinize to match requirements
- Recruit to Backfill (**Mind Your Recruiters**)



Personnel (Key)
You only get one shot!



Talent Acquisition

A COMMON SENSE APPROACH



Hire an Expert

All of this can be very time consuming for small businesses to manage while also performing all of the BD functions previously discussed. Outsourcing is a great way to build a ready pipeline of qualified candidates and keep your G&A low.

Recruiting – The Weakest Link

Nothing More Costly Than a Bad Hire



- Skill Sets & Cultural Match
- Unspoken Challenges
- Did you vet references
- Background Checks

**JADIN
TECH**