

Strategic Business Development Capabilities

As a Strategic Business Development Consultant for your company, Gary E. Shumaker, Inc. can help you with the following:

- Business plan preparation
- Business development
- Business development strategy planning
 - Business development organizational structure planning
 - Target identification process planning
 - Capture planning
 - Capture execution
 - Relationship building
- Contracts functional support
- GSA Schedule development
- Proposal development process planning
 - Bid no-bid decision-making processes
 - Proposal writing and management
 - Cost proposal development
 - Strategy/Green Team processes
 - Mid-proposal reviews processes (“Pink Team”)
 - Read Team processes
 - Gold Team processes
 - Proposal delivery processes
- Human Resources process planning
 - Recruiting processes
 - Interviewing processes
 - Benefit package planning
 - Career progression planning
 - Employee evaluation processes
 - Employee terminations
 - Employee Handbook development
 - Financial structure planning
- Capital access planning
- Infrastructure growth and development planning
- IT infrastructure planning processes
 - Office space and lease planning processes
 - Organizational structure planning
- Contract execution processes
 - Program review structure planning
 - Customer expectation management planning
 - Relationship building
 - Execution of financial management processes
- Quality management
 - Formal external quality certification process planning
 - Selection of external quality certification consultants
 - Development of ISO 9001:2000 documentation of processes
 - Development of CMMI program
 - External audit preparation.
- Security management
 - Securing Facility Security Clearance
 - Accessing cleared employees
 - Management of individual employee clearances
- Planning/training session facilitation