

Capture & Proposal Support

Are you missing out on business development opportunity targets?



CEEK a Better Way[®]

CEEK's capture and proposal support services will improve quality, increase success rates, and mitigate stress.

A well thought out and well-planned business development effort equals greater opportunity to win, less stress, greater efficiency, and ultimately more business. Who would leave new business opportunities to chance? Whether you need some extra help preparing for an opportunity, developing compelling proposals, or training your team on how to create winning proposals, we can help.

What can we do for you?



Capture Support

- Prepare strategy in advance of RFP release to hit the ground running
- Facilitate win theme and hot button workshops
- Accelerate solutioning to to prepare authors in advance of RFP release
- Access established tools, templates, and approaches



Proposal Support

- Manage end-to-end proposal process
- Help develop your technical approach, staffing, and pricing solutions
- Ensure proposals are compelling and compliant by incorporating capture strategy
- Offer proven storyboarding methodology and templates



Training Support

- Educate your team on approaches to build trusted client relationships
- Provide guidance on steps required to identify and pursue opportunities
- Equip your team to respond to solicitations and simplify the proposal development process

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CONTACT US

Phone: (919) 724-7114

Email: info@ceekllc.com

CEEK CAPTURE AND PROPOSAL SUPPORT SERVICES



FOCUS AREA #1

From opportunity preparation to actual proposal development, CEEK can help ensure that you are positioned to win!



FOCUS AREA #2

Through systematic processes, templates, and timely and facilitated solutioning sessions, CEEK will help prepare winning proposals!



FOCUS AREA #3

CEEK can empower program managers, project managers, and technical leaders to build trusted client relationships to identify and pursue new opportunities for growth!

Advance Preparation and Disciplined Planning are the Key

CEEK offers a structured framework to delineate the capture and proposal process from beginning to end. CEEK understands that proposals have strict timelines and completion guidelines — any delays or missed steps can result in your proposal being disqualified from consideration. CEEK will deliver a sensible proposal schedule, establish clear roles and responsibilities, and drive focus on compliance. We help organizations account for all requirements of a specific opportunity and ensure that adequate time is allocated to research, draft, edit, and review each section until proposal submission.



Enhance proposal clarity, processes, and methods. CEEK works with organizations to create or enhance your business development system to yield results. CEEK openly shares a library of reusable templates.



Train teams for continued success. A repeatable process is a winning process. By training teams in efficient and effective solicitation response, CEEK helps organizations continue the growth journey.



Differentiate your organization. CEEK will challenge your organization to differentiate itself not just by what you do (or propose) but also, how you do it. We leverage your culture as a differentiator.



Win new work. Add targeted business to the portfolio to build upon strategic goals AND engage the workforce – a successful organization is fertile ground for an engaged and inspired workforce.