

AT RGoVAccess WE  
FOCUS ON *JUST ONE THING*:

Helping Government Contractors and  
Institutions of Higher Education  
***GROW THEIR GOVERNMENT  
REVENUE / FUNDING!***

WE SPECIALIZE IN  
ANSWERING QUESTIONS LIKE:

*Where is the money in today's  
Government Marketplace?*

*What opportunities should I go after?*

*How can I increase my chance of  
winning/funding once I have selected  
an opportunity?*

WE INVITE YOU TO CONTACT US  
AND FIND OUT HOW...

We provide the ***Access***  
you need to succeed!




## YOUR COMPETITIVE ADVANTAGE

Providing exceptional competitive  
government procurement and  
grant pursuit capabilities

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## YOUR COMPETITIVE ADVANTAGE

Strategic Planning  
Opportunity Pipeline Development  
Opportunity Pursuit



# GROW YOUR GOVERNMENT BUSINESS

You are a service or product company. You have developed great offerings. You have had some success selling to commercial clients. But you just know that there are Federal, state, or local government customers that can benefit from your product or services. You know what you can offer, but frankly, the process seems overwhelming. Or you have won a government contract or grant and just have not found a way to expand the work you have procured in the Federal, state or local space.

If you are a University, you see the continuing reductions in Government research funding in both basic and advanced research and the impact of that on your research programs. How do you compete with all the other Institutions of Higher Education to recover that reduced funding, and increase your overall funding for programs at your institution? You feel just doing more White Papers and grant proposals don't necessarily make the most efficient use of your resources—so what do you do?

## REVENUE GROWTH AND OPPORTUNITY MANAGEMENT

RGovAccess, a capability of Robbins Gioia, has deep expertise in government contractor competitive procurement and Institutions of Higher Education grants enabling growth. Whether you are unsure if there is a future for your company in the government space, a technology firm looking for research and development funding, or doing business with the government and want to expand, we can help. If you are a University, we can help you grow your Government Research funding by competing for those fewer dollars more effectively.

## SERVICES

RGovAccess Revenue Growth and Opportunity Management team has been answering customer questions for years, helping manage risk and increase opportunity pursuit success.

- Revenue / Funding Strategy and Planning
- Market, Offering, and Adjacency Development
- Opportunity Identification and Development
- Capture Management and Proposal Development
- Transition To Award Planning
- Process Assessment and Change Recommendations

## Who We Help

RGovAccess has worked with government contractors ranging in size from startups to Fortune 100 companies in industries such as:

-  AEROSPACE AND DEFENSE
-  BASIC AND ADVANCED RESEARCH
-  BIOTECH AND LIFE SCIENCES
-  ENERGY
-  HEALTH AND HUMAN SERVICES
-  HOMELAND SECURITY
-  INFORMATION TECHNOLOGY AND CYBER DEFENSE
-  INTELLIGENCE
-  MANUFACTURING