

The B2G Management Consultancy®



We Help Businesses Break Into the \$500 Billion Federal Marketplace and Win Government Contracts

We have 30 years of industry expertise advising hundreds of businesses on starting or accelerating federal sales - cost-effectively with exceptional results. We work with businesses to accelerate corporate strategy, win contracts, and increase revenue. We are not just an adviser - we are a trusted partner.

Results. We have helped entrepreneurs, small and mid-tier business owners win millions of dollars in government contracts... in the last eight years, with dozens of testimonials.

Award Winning. The success of our clients and members is a major reason why Rafael Marrero & Company is one of America's Fastest-Growing Private Companies and featured honorees on the **Inc. 5000** in 2016!

Our firm has also been a Finalist for the Florida State Minority Supplier Development Council **Supplier of the Year Award** in 2015 and 2016.

Proven & Highly Effective Techniques and Strategies. We help companies understand how to navigate and position within the federal market with exceptional results. Additionally, we don't just help other companies, we are also successful government contractors. **We practice what we preach...**

How Can Rafael Marrero & Company Help My Business?

Whether you're a Small Business Entrepreneur just starting your business or an established, multi-million-dollar Business that wants to increase revenue, we have a wide range of outstanding training and coaching programs that are *nationally recognized* with a *proven track record*. If you look, you'll find references to our content all over the Internet. If you want to navigate the federal market and learn how to successfully position for and win government contracts, Rafael Marrero & Company is an industry leader with proven results. Visit <https://www.rafaelmarrero.com>



Rafael Marrero
FOUNDER & CEO



Areas of Expertise

B2B Advisory & Coaching Services

- ✓ Capture Management Strategies
- ✓ Go to Market Strategies
- ✓ Legislative Strategies
- ✓ Programmatic Teaming Strategies
- ✓ Marketing Positioning & Differentiation
- ✓ Market Intelligence
- ✓ Mentoring and Coaching
- ✓ Workshops and Training

B2G Government Services

- ✓ Patron Engagement Strategies
- ✓ Government Market Penetration Strategies (MPS)
- ✓ Veterans Business Programs
- ✓ Military Community Engagement
- ✓ Strategic Marketing ~ Engagement
- ✓ Business Case Analysis (BCA)
- ✓ Research and Analysis
- ✓ Sponsorship / Advertising
- ✓ Contract Acquisition Support
- ✓ Proposal Writing Services
- ✓ Small Business Working Capital

