



WE WILL HELP YOUR COMPANY WIN CONTRACTS

RSM Federal is an award-winning advisory and coaching firm that works with small and mid-tier businesses to accelerate their understanding of the government market and learn how to position for and successfully win government contracts - with exceptional results and hundreds of testimonials. We emphasize advanced techniques and strategies, tailored specifically for your company, to accelerate success and revenue. We leverage a proven combination of industry expertise providing hundreds of highly detailed step-by-step resources, with measurable strategies to deliver cost-effective and high-value results for our clients.

With hundreds of resources, templates, documents, videos, and hundreds of techniques, strategies, and step-by-step instructions, companies can immediately accelerate their marketing, prospecting, sales, teaming, and proposal activities – literally overnight. Don't take our word for it, our small business Clients and Federal Access Members have won billions of dollars in government contracts. These are the tools and resources you need to accelerate into the government market. If you have any questions about how we can help you, don't hesitate to contact us.

EVERY RESOURCE YOU NEED TO ACCELERATE YOUR SALES • GUARANTEED

Whether you are new to government sales or been in the market for years, we GUARANTEE the value of our solutions or your money back. Our wide range of support options are comprehensive and cost-effective.

AWARD WINNING



BY THE NUMBERS

\$1.8 Billion in Contracts
1,000 Contracts Awarded
436% Average ROI
95% Success Rate
73% Faster Market Entry

AS SEEN ON



FEDERAL ACCESS PROGRAM



AWARD WINNING PROGRAM

Most comprehensive and effective training program on the market for government sales. Guaranteed.

STRATEGY MANUAL



- ✓ 1,000+ Strategies
- ✓ 450+ pages
- ✓ Marketing
- ✓ Sales
- ✓ Teaming
- ✓ Proposals
- ✓ Operations

TEMPLATES



- ✓ 150+ Templates
- ✓ Case Studies
- ✓ Marketing
- ✓ Prospecting & Sales
- ✓ Teaming
- ✓ Proposals
- ✓ Operations

GAME CHANGERS PODCAST



SUBJECT MATTER EXPERTISE

Weekly interviews of the markets top talent to discuss game changing strategies to winning government contracts.

WEBINARS AND TRAINING VIDEOS



HOW SUCCESSFUL COMPANIES GROW

Monthly live webinars on a core activity and the techniques and strategies of how to tailor for your company.

WEEKLY PLAYBOOK STRATEGIES



WEEKLY STRATEGY VIDEOS

5 to 20 minute weekly insights and strategies to help companies grow, increase maturity, and win new contracts.

MASTER GOVERNMENT WORKSHOPS



1:1 AND GROUP WORKSHOPS

Our sessions are recognized as one of the most valuable training events in the United States. The testimonials we receive will make you call us. What we provide is more than what a company expects. It's transformative. RSM Federal training sessions are tailored specifically to your company and the products or services you provide.

COACHING AND CONSULTING SERVICES



COACHING. CONSULTING. ADVISORY SERVICES.

- ✓ Advice, training, assistance, and strategies to accelerate your competitiveness in the federal market
- ✓ Flexible services that allows you to scale up and down as necessary
- ✓ Limited number of companies under these services to ensure clients receive dedicated support

www.RSMFederal.com

contact@RSMFederal.com

THE MOST VALUABLE TRAINING WE'VE EVER RECEIVED FOR GOVERNMENT SALES

We Learned More in TWO Days with RSM Federal
than years with other well-respected and well-known experts

"We are a multi-million dollar business that wants to continue to grow in government sales and private sector sales. Originally, we reached out to RSM Federal without a complete understanding of their total solution. WOW – we should have done this . . . ten years ago! RSM Federal provided foundational information, subject matter expertise, candid discussion and feedback, strategies, templates and actionable work to move our company to the next level. If you've not reached out to RSM Federal, do it now! RSM's expertise includes a fundamental program all businesses desiring to do business with the government (and the private sector) should take their leadership team through at least once a year.

A better term would be "Total Solution!" RSM Federal's Total Solution included a two-day strategic session for my leadership team and access to the Federal Access (FA) program. There are so many workshops given by many of the industry's top experts to assist business owners in taking their business to the next level and I've attended many over the years. And in all cases found a couple of actionable items which could help the business grow. And over the years, like many other companies, I've also had several business development consulting firms working with us to assist in taking our business to the next level. What I've discovered is that an investment with RSM Federal is: 1/3rd the cost and the ROI "∞ and beyond!"

Whoa! After the 1st day, we immediately began to make adjustments to the way we conduct business. The actionable steps we could take ... immediately ... is what most impressed me as a leader of a growing company and why I'm suggesting you not wait to go through this program. The immediate value we received, specifically tailored for our company, was actionable, jaw dropping and inspiring! No, not all consultants, advisors or business coaches are the same! We learned more in two days with RSM Federal than years with other well-respected and well-known experts. RSM Federal's approach and strategies are a true paradigm-shift. They are not like the other consulting firms which most business owners engage. Not only did we receive the most valuable training we've ever received for government sales (in two days!), but we were also given access to hundreds of business templates and resources (via the FA Program) which will allow us to successfully execute what we learned. Joshua and his team at RSM Federal are the real deal. If you want to win more government contracts, RSM Federal is the best I've ever seen."

Stephanie A. Parson, Ph.D.
President
Crowned Grace International

8 months later. . . "We won a \$600,000 with DOL; \$1 Million with NAVSUP,
and an IDIQ with the State of Maryland!"

FORMER DISA DIVISION CHIEF - "THE VALUE IS OFF THE CHARTS!"

"I'm the former Division Chief for the IT Division in the Defense IT Contracting Organization (DITCO) at the Defense Information Systems Agency (DISA). With more than 34 years in government service, I've been on both sides of the contracting arena: as a Division Chief for DISA and as a government contractor. I have to admit, when I first went into RSM Federal's training, I assumed it would be the same thing everyone else teaches. 10 minutes in, I realized something was very different . . . that the value being provided was off the charts! By the end of the training, our entire team recognized that RSM Federal was the "missing link." Whether you're a small or large business, the techniques and strategies were simply incredible and highly valuable! As a former chief with decades of expertise in federal acquisition, I can honestly recommend that any company, whether you've been in the market for three months or ten years – you need to know that RSM Federal's approach and expertise will provide your company with exceptional value. If you haven't engaged them, you should."

Joe Loveless
Division Chief (former)
Defense IT Contracting Organization (DITCO)

LEARN MORE

RSM Federal
Federal Access (FA) Program
Game Changers Podcast

www.rsmfederal.com
www.federal-access.com
iTunes and Soundcloud

CONTACT US

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