



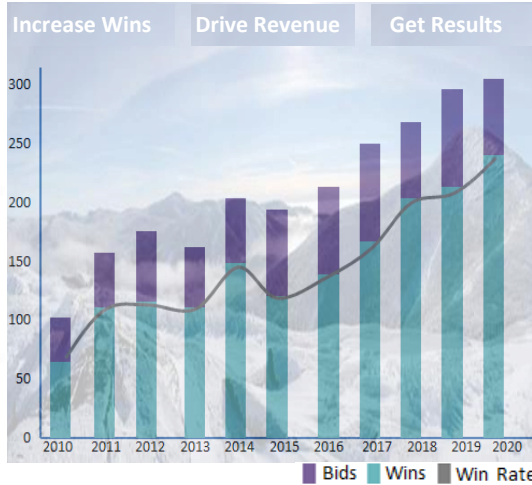
**Established: 2009**  
**Employees: 22**  
**Audited Win Rate: 74%**

**Proposal Management**  
**Proposal Writing**  
**Cost Modeling, PWIN, Pricing**

**Location:**  
**National Capital Region (NCR)**

## Win More, Lose Less

We are committed to transforming our clients with business development support that increases client wins and revenue growth while enhancing client capabilities.



## Our Proposal Support Services

We provide proposal management and writing services built upon a proven proposal methodology and defined writing process.

- Federal GWACS, IDIQs, Task Orders,
- GSA Schedules and State MAS Contracts
- Public Sector Grants
- OCONUS and NGO Tenders

## Top 5 Industries Supported

[By # of Client Engagements per annum]

IT/Telecommunications / Software / VAR	42
Medical Products, Services, Solutions	37
Staff Augmentation and Training	31
Security & Safety	29
Construction: Design, Build, A&E	27

## Proposal Support Services

- Proposal Writing
- Proposal Management
- Infographics

## Pricing Support Services

- Cost Modeling
- Labor Rate Buildup
- Price-to-Win

## Business Development Support

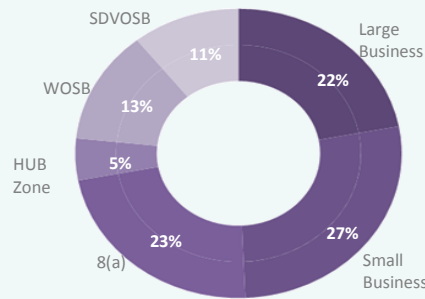
- Opportunity Forecasting
- Strategic Planning
- Teaming and Joint Ventures

## Capture Support Services

- Federal/State Government
- Go/No Go Analysis
- Stakeholder communication

## Client Segments

N= ~152 unique clients, 2019



## Market Position



## RWCO By the Numbers

**Founded**  
**February 2009**

**Aggregate Value of Contracts Won**  
**\$155B**

**Historical Range of Win Rate (CPA Audited)**  
**70% - 74% (2020)**

**Total Proposal Service Engagements**  
**304**

**Industrial Sectors**  
**26**

**Countries**  
**12**

## U.S. Expertise

- U.S. State Government(s)
- Department of Defense
- Department of Homeland Security
- Department of Health and Human Services
- Department of Justice
- Department of Transportation

## International Expertise

- United Nations
- USAID
- International Red Cross
- Foreign Governments
- International NGO's

## Domain Expertise

- Small Business Administration (SBA)
- General Services Administration (GSA)
- AbilityOne
- US Incubators and Accelerators
- National Governors Association
- U.S. National Chamber of Commerce