

If you answer **YES** to any of these questions

Serotkin Group can help.

- > Do insufficient self-scores prevent your company from bidding on new GWACS or serving as subcontractor to primes?
- > Is lack of rigor in accounting and contract management causing profit or cash flow surprises?
- > Does your direct workload prevent your team from submitting RFI, Sources Sought, and draft RFP responses?
- > Does your daily focus on a single agency, directorate, or department limit your ability to market your specialized skillsets to new clients?
- > Do you feel that your start-up team has peaked and is restricting company growth?
- > Does lack of focus make it hard for the market to fully appreciate your firm's capabilities?
- > Do you need to add KPIs or update your measurements to better track performance?
- > Do you feel that you've been forever relegated to subcontractor status ?
- > Do you generate underwhelmed reactions from clients, prospects, and teammates?
- > Do you feel limited by available tools, resources, people, and mindsets?
- > Do you find that you constantly need more Corporate BD support?
- > Is your firm not getting the sole source work from the client for which your firm should qualify?
- > Is the lack of right relationships creating barriers to shaping procurement?

SEROTKIN GROUP

serotkingroup.com

Paul Serotkin, CEO

(781) 254 7267

paulserotkin@serotkingroup.com