

Strategic Advisory Services



Achieve Sustained Growth

TechnoMile's Strategic Advisory team – previously known as Bid2Win Consulting – is comprised of former senior capture executives who serve as business advisors and consultants to our clients. This team of seasoned leaders is equipped to lead, teach, design, and execute strategic growth and capture opportunities for clients.

Our team has deep experience helping companies break into or expand their presence in the federal market and achieve sustained growth through highly focused corporate strategy, business development, recompute positioning, and capture management. We guide clients in optimizing and continuously maturing their BD and capture processes through the application of industry best practices, as well as effective use of TechnoMile technology and the data intelligence that our solutions provide.

Our Services

Our Strategic Advisory Team can help your organization advance its growth strategy and processes, as well as better understand when and how to leverage your TechnoMile solutions to drive efficiency, improve productivity, and make better decisions, faster.



Strategic Growth Support

Get help with assessing your business plan and strategizing where and how to break into the federal market, or with developing targeted marketing and outreach plans.



Recompute Positioning to Win

We assist with assessing your current program's performance, putting in place corrective actions where needed, and developing and executing a strategic plan to retain the business.



Business Development

We show you how to build pipeline and can assist with developing account plans, as well as identification and early qualification of deals.



Teammate Matchmaking

Get assistance with identifying teammates that best position you to win and/or meet socio-economic goals, decisioning whether to prime versus sub, negotiating workshare, or forming JVs and CTAs.



Capture Management

Our team can provide comprehensive support to develop and even execute your capture plan. We can also train and mentor capture teams, develop capture processes, provide customer analysis and deal shaping support, conduct Black Hat and competitive analysis, and lead or support color teams.

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Our Training Courses

TechnoMile's Strategic Advisory team also helps clients acquire or sharpen business development and capture skills through a wide selection of training courses.

- Capture Process – What to Do & When (full day or longer, depending on client's process maturity)
- To Bid or Not to Bid – That is the Question (2 hours)
- Competitive Analysis 101 (half day)
- Black Hat Essentials (full day)
- Win Strategy 101 (half day)
- Federal Business Development 101 (half day)
- Federal Business Development 101 (full day)
- Customer Analysis 101 (half day)
- Customer Analysis Essentials (full day)
- Essential Market Research (2 hours)
- Benefits of an Effective Advisory Board (2 hours)

About TechnoMile

From go-to-market to contract closeout, TechnoMile provides transformative cloud solutions that empower companies to find, pursue, win, and retain more business with the government. With our best-in-class cloud platform, companies optimize BD and capture processes, gain unique competitive insights, source contact intelligence, automate and de-risk the contract lifecycle, and gain an information advantage that elevates enterprise performance.



Scan the QR code
to schedule a demo