

scale 2 Market

The federal marketplace's best minds in business development, marketing, law, accounting, finance, data analytics and human resources share insights and inspiration.



THINK. PLAN. COLLABORATE. PROSPER.

Which agencies buy what you sell through set aside contracts? How much do they spend? From whom do they currently buy? Through which contract vehicles? How do you find good teaming partners?

How do you leverage your core competencies, strengths, relationships, past performance, intellectual property, capital, people and strategic partners to open new doors and grow in the complex, highly regulated, but opportunity-rich federal marketplace?

LARGE COMPANY DISCIPLINES

FOR YOUR SMALL BUSINESS ENTERPRISE

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Growth Masters

STRATEGIC MARKET POSITIONING, OPPORTUNITY ANALYSIS, TEAMING, CONTRACTING, HIRING, MANAGING AND COMPLIANCE FORM THE FOUNDATION OF PROFITABLE GROWTH.

Learn from your peers and other extraordinary professionals thriving in the federal marketplace.

GROWTH MASTERS WEBINAR SERIES

- Strategic Teaming
- Data analytics
- Leveraging IP
- Positioning Your Company for Sale
- Prepare for a Cost Plus Procurement
- Hiring and retaining staff in a competitive market

WHITE PAPERS, BLOGS

- Opportunity Analysis Decision Matrix
- How to Write a White Paper
- All Small Mentor/Protégé Joint Ventures
- What Successful Federal Contractors Do
- Characteristics of a Healthy Pipeline
- The Traits of Enduring, Profitable Teams