



OST GLOBAL SOLUTIONS

# Mission-Driven Business Development Capabilities

Partnership with the GovCon Incubator

# Tackling the Funding Challenges

Growing capacity and capabilities by identifying sources of funding, developing concepts, building partnerships, and developing winning proposals and applications for contracts, grants, and foundation funding

- Building on and expanding your existing programs
- Obtaining long-term funding to expand the team
- Developing new programs and capabilities to benefit the ecosystem served by your organization
- Identifying revenue streams to develop capabilities that turn into sources of matching funds for opportunities



# Business Development Support



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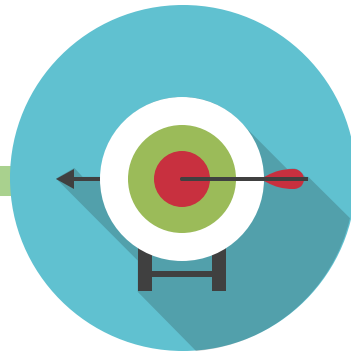
## Strategy Session

Compile BD-relevant details about your organization and growth goals, and baseline ideal opportunity search parameters



## Opportunity Identification

Identify opportunities to pass biweekly Interest/No Interest Decision Gate 1



## Opportunity Qualification

Qualify opportunities to pass Pursue/Don't Pursue Decision Gate 2



## Concept and Partnerships

Facilitate brainstorming to develop the program concept and help build partnerships



## Proposal Development

Write AI-enabled proposals using a proposal factory and develop applications



## Success

At least triple the organization's bid rate and double the win rate

# Value Proposition



- Partner with the GovCon Incubator to be your Business Development provider
- We will identify opportunities for your organization, develop concepts and partnerships, and help develop winning proposals, as well as help deliver those projects
- Reduced rates for pipeline, advance preparation (capture), and proposal development
- Subject Matter Expertise we can provide as a partner on program execution:
  - SBIR/STTR proposals
  - Government contracts and business development
  - Grants development support
  - Entrepreneurship
  - Identifying sources of capital
  - Investment readiness
  - Grant management, finance, and reporting



# Benefits: Better, Faster, and Cheaper Organization Growth



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## CHEAPER

- A whole team for a price of one business developer
- Reduced proposal costs

## BETTER

- More opportunities that are better aligned with capabilities
- Strong program concepts that strengthen the ecosystem

## FASTER

- Rigor in process that moves opportunities through the pipeline, leading to >50% win rate
- Early pursuit start to gain insight into customer's goals, build strong concepts, and forge partnerships



Identify

Qualify

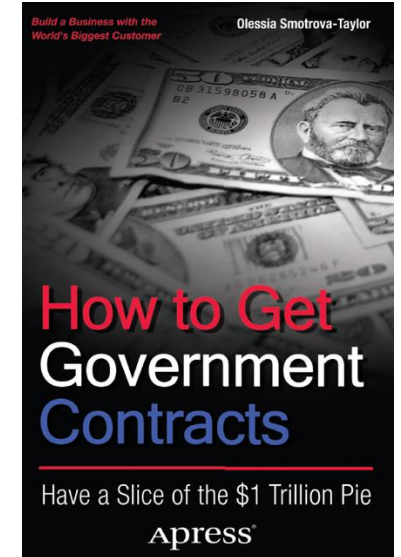
Prepare

Propose

# OST Credentials



- Maryland woman- and veteran-owned consulting and training company founded in 2005, that won \$26 Billion in funded contracts and grants for clients, including top government contractors
- GovCon Incubator founded in 2017, and Bid & Proposal Academy founded in 2010
- U.S. Department of Labor Registered Apprenticeship in Government Business Development – the only one in the Nation
- Eligible for the U.S. Department of Veteran Affairs educational reimbursement funding such as GI Bill and VR&E
- On the Eligible Training Provider List (ETPL)



Highly Trained  
BD Team



Detailed  
Processes



Professional  
Subscriptions and AI

# GovCon Incubator's Notable Successes



- Business Development and program partner for Maryland TEDCO, The Alabama Collective (TAC), and The Catalyst Center for Business & Entrepreneurship
- Co-creator and partner on the SBIR/STTR Proposal Lab as a program of record for Maryland TEDCO since 2018
  - 130 companies that submitted proposals won 59 proposals
  - SBA selected TEDCO for the 2022 Tibbetts Award for the Very Best in SBIR
- Program designer, curriculum designer, and instructor for the DOD-focused SBIR Proposal Lab for Alabama, awarded in 2024 in partnership with The Catalyst Center
- Awardee of the 2024 SBA Growth Accelerator Fund Competition: Stage Two in partnership with The Catalyst Center and TAC
- Program designer for the \$10,000,000 2024 SSBCI Bridge Program, including the BRIDGE Proposal Lab, in partnership with Maryland TEDCO and SBDC
- Guest speaker at Alabama's HBCUs on SBIR/STTRs
- Instructor for the Maryland and Virginia APEX Accelerators, and the Veterans Institute for Procurement (VIP)

# Meet Our Management Team



**David Huff**  
CEO, BD/Capture/Proposals SME

- 19 years' professional experience
- Managed and won 350+ pursuits from \$3M to \$7B+ over the past 8 years for DOD and Civilian agencies
- Expert facilitator of Win Strategy and Black Hat workshops
- B&P Academy instructor for industry and government
- Army veteran with 2+ years in deployments to Afghanistan



**Olessia Smotrova, CF APMP Fellow**  
CSO, BD/Capture/Proposals SME

- Won \$22+ billion in new business
- 25 years' BD, capture, and proposal experience
- Author, How to Get Government Contracts: Have a Slice of the \$1 Trillion Pie
- Former president of the APMP-NCA chapter (2 years) and NCMA Bethesda-Medical Chapter (2 years)
- Published author, speaker, founder of B&P Academy



**Bill Schalik**  
COO

- BD, capture, and proposal operations lead with 35 years of professional experience managing proposal operations, PMOs, large accounts, projects, and teams
- Headed operations and large programs for large government contracting companies, including Lockheed Martin



**Val Bryan**  
WinMoreBD Manager

- Manages multiple pipelines worth \$20+ Billion
- Leads market analyses, account planning, Black Hat competitive analyses, and other efforts for large, medium, and small businesses
- Certified in Government Business Development by the Maryland Department of Labor



**Sofia Velazquez**  
Chief of Staff

- Supports SBIR/STTR Proposal Labs, and the Technical Assistance BRIDGE Proposal Lab
- Leads TEDCO grant and proposal efforts such as the Black Tech Week
- 10+ years teaching staff at Harvard University
- Master of Science in Epidemiology, with a minor in Biostatistics



# Customers Span Government, Nonprofits, and Large and Small Businesses



## TEDCO

*Quasi-Government Agency, Non-Profit*

TEDCO provides funding, resources and connections that early-stage technology and life sciences companies need to thrive in Maryland

### OST Services:

- Market Analysis
- Opportunity Identification
- Opportunity Qualification
- Capture
- Proposal Support
- SBIR/STTR Proposal Lab
- BRIDGE Proposal Lab

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## DLH Holdings Corp

*Large Business*

A health solutions company that includes four entities:

- DLH Solutions, Inc.
- Danya International, LLC
- Social Scientific Systems, Inc.
- Irving Burton Associates, LLC

### OST Services:

Opportunity Qualification  
Black Hat Analysis

## ICMS

*Small Business, 8(a), HUBZone*

A multidisciplinary technical consulting firm offering facilities management, IT, program management, scientific, and engineering services

### OST Services:

- Opportunity Identification
- Opportunity Qualification
- Capture
- Proposal Support

WINNING GRANT AND CONTRACT PROPOSALS & FUNDRAISING

# Contact Us



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