



Executive Summary

ACC helps businesses build stronger business-development engines so they **win more U.S. federal contracts and grow faster**. The federal market exceeds **\$700B+** annually; the companies we've supported have grown to **\$40M+ in yearly government revenue**. Our disciplined system blends **capture intelligence, proposal excellence, pricing accuracy, and post-award support**—turning each awarded contract into a **recurring, multi-year revenue stream**. As we scale ACC across more clients, we multiply those outcomes, creating durable, compounding value for stakeholders and investors.

Core Competencies

- **Market & Capture Intelligence:** Agency forecasts, pipeline shaping, competitive positioning.
- **Proposal Leadership:** End-to-end management, compliance matrices, color-team reviews.
- **Pricing & BOE:** Wage Determination mapping, cost/price narratives, defensible assumptions.
- **Post-Award Support:** Debriefs, protest strategy, lessons-learned loops.

Experience & Market Insight

Over the past three years, our team has worked alongside a wide spectrum of small-business programs—SDVOSB, 8(a), HUBZone, and WOSB—supporting opportunities from quick-turn RFQs to full RFPs, Sources Sought, and Sole Source paths. We've touched efforts ranging from small task orders to larger, multi-year competitions and vehicles such as SeaPort-NxG and GSA STARS III. That breadth gives us a practical feel for what wins in each lane and how to tailor strategy, pricing, and narrative to the evaluator's checklist.

Our portfolio spans facility support; janitorial and grounds maintenance; IT services; technical/S&R/T services; staffing; and security guard services. Beyond the work itself, we bring strong agency fluency—how different offices evaluate risk, how Section L & M are interpreted in practice, and what tends to separate “compliant” from “compelling.” We back that up with battle-tested proposal playbooks, compliance matrices, pricing/BOE frameworks, and QC/QASP models that speed execution without sacrificing quality.

Training & Uplift (While We Work)

Partnering with us isn't just “outsourcing proposals.” We coach your team live on the very opportunities we're pursuing together—capture choices, price rationale, technical storylines, and quality controls—so your people see the why behind every decision. The result is practical know-how across all phases of the market, more wins in the near term, and more independence over time.

Beyond Federal: Company-Level Business Development

We don't stop at federal contracting mechanics. We help you build a stronger business-development engine—clarifying positioning, shaping pipelines, aligning teaming, and tuning pricing models—so growth compounds across multiple fields, not just one contract or one agency. The goal is simple: create durable, repeatable revenue streams and the internal capability to keep them growing.
