



OST GLOBAL SOLUTIONS

TEDCO BRIDGE Proposal Lab

Federal Pipeline, Capture,
Proposal Support

The Program



- Offered through Maryland TEDCO (OST Global Solutions is a Subcontractor)
- Program under the U.S. Department of Treasury, SSBCI
- Meant for SEDI and VSBs
- Verticals:



**Information
Technology (IT)
Services**



**Professional
Services
(Management,
Financial, and
Business Services)**



**Health Services and
Health IT**



**Logistics and
Facilities Support
Services**

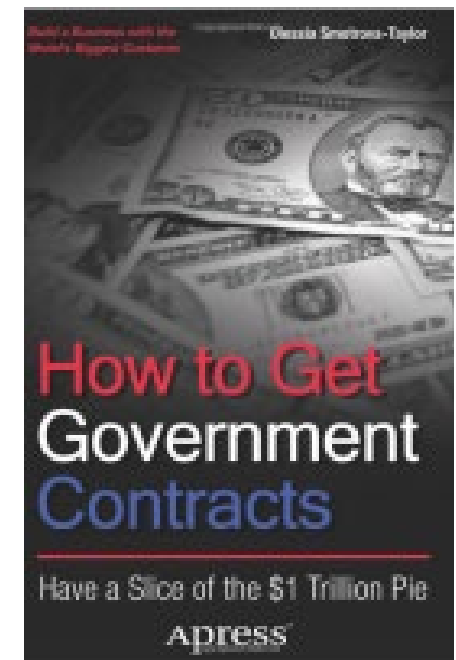
About OST



OST GLOBAL SOLUTIONS

- Metro Washington DC consulting and training company helping businesses grow organically through end-to-end BD support and training
- Home of the *Bid & Proposal Academy* with the only Registered Apprenticeship program in Government BD with the U.S. Department of Labor, MD, DC, and VA
- Proven track record of supporting 18 out of the top 20 Federal Contractors and hundreds of small businesses, winning over \$28 Billion in funded contracts since 2005
- Proprietary processes detailed down to the checklist level
- Proposal center in Rockville, MD

***Want to win more
government contracts?
We wrote the book on it!***



Four Key Elements of the Program



1. Training: Self-Paced Registered Apprenticeship for a Well-Rounded Understanding of Government Contracts and Grants **(1 year)**

2. Proposal Support: Hands-on OJT for Anchoring Training Results and Obtaining Capital **(6 months)**

3. Business Development AI License to Aid in Capture and Proposal Development **(6 months)**

4. Networking for Stronger Teams and Support **(Month 2 and Beyond for Sustainable Growth)**

1. Training (1)



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Lesson	In-Depth Courses	Workshops	Supplemental Training: Course, Tools, Processes, and AI Use Cases
1	Foundations of Federal Government Business Development (14 hours)	Take Advantage of Government Fiscal Year End Spending Rush (2 hours)	Module 1: Federal Contracting Overview (10 hours)
2	Foundations of Capture Management (14 hours)	Capability Statement Workshop, How to Qualify Opportunities for Your Pipeline (1 hour)	Module 2: Strategic Planning, Market Research, Marketing (10 hours) Module 3: Pipeline Development & Opportunity Qualification (10 hours)
3	Advanced Capture Management (14 hours)	Keeping Capture Momentum (1 hour)	Module 4: Capture Overview & Customer Engagement + QA (10 hours)
4	Proposal Win Strategy and Win Themes Development (7 hours)	Strategies for Winning Proposals After RFP Release and Proposal Submission (1 hour)	Module 5: Information Gathering and Win Strategy (10 hours)
5	Competitive Analysis: Black Hat and PTW (14 hours)	Teammate Value Proposition Development (1 hour)	Module 6: Competitive Analysis and Teaming (10 hours)
6	Foundations of Proposal Management (14 hours)	Get Inside the Government Evaluator's Mind (1 hour)	Module 7: Solution Development and Capture Management (10 hours)

1. Training (2)



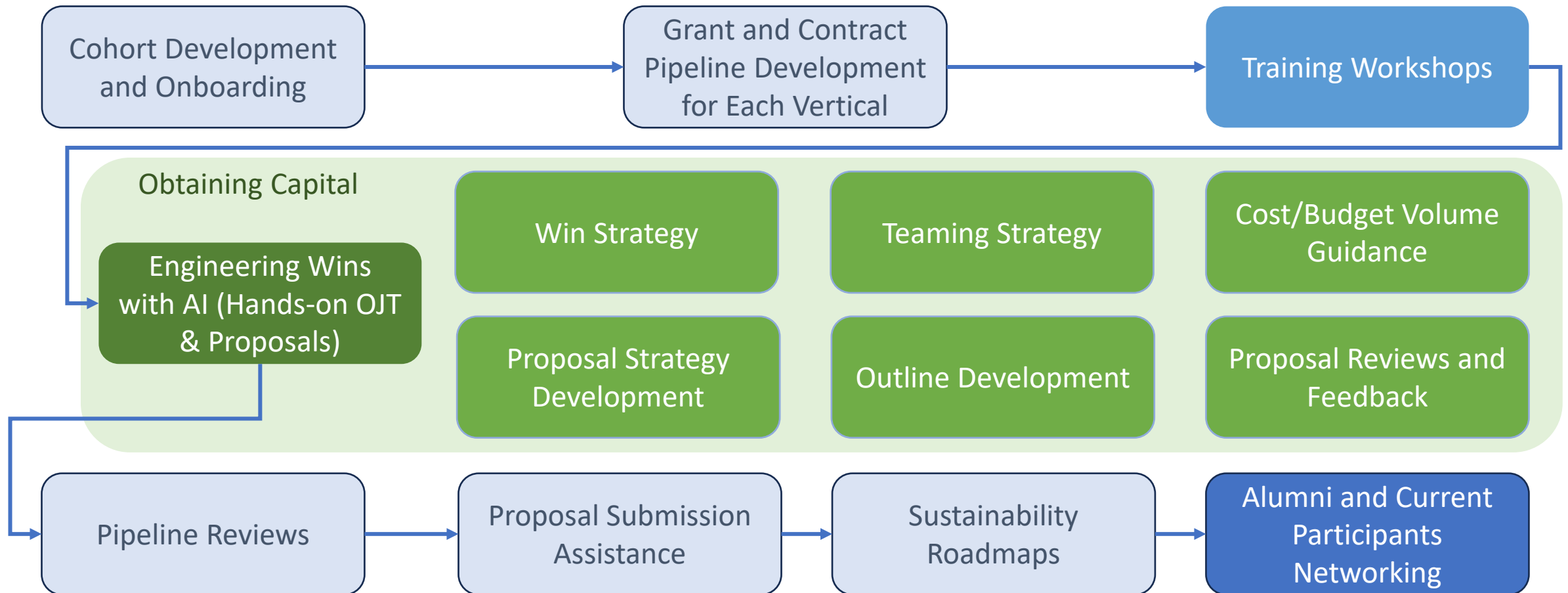
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Lesson	In-Depth Courses	Workshops	Supplemental Training: Course, Tools, Processes, and AI Use Cases
7	How to Develop a Compliant Proposal (14 hours)	What a Great Proposal Looks Like (1 hour)	Module 8: Framework for Developing a Compliant & Compelling Proposal (10 hours)
8	Writing Persuasive Government Proposals (14 hours)	Master AI to Enhance BD, Capture, & Proposal Processes (8 hours)	N/A
9	Winning Government Cost Proposals (14 hours)	How to Develop Proposal Outlines (1 hour)	Module 9: Developing a Winning Proposal Document (10 hours)
10	Proposal Editing (14 hours)	Understanding the RFP (1 hour)	Module 10: Increasing Your Proposals' Persuasiveness to Win (10 hours)
11	Proposal Graphics Conceptualization and Design (7 hours)	Advanced Proposal Management (14 hours)	Module 11: Proposal Management, Reviews, Production, Debrief, and Lessons Learned (10 hours)
12	Desktop Publishing for Proposal Professionals (7 hours)	Importance of Reading Your Government Contracts (1 hour)	Module 12: Organization, Gates, and Other Ways to Scale Your Government Business Development Machine (10 hours)
Total (310 hours w/ exams)	154 Hours	33 Hours	120 Hours

2. Proposal Support

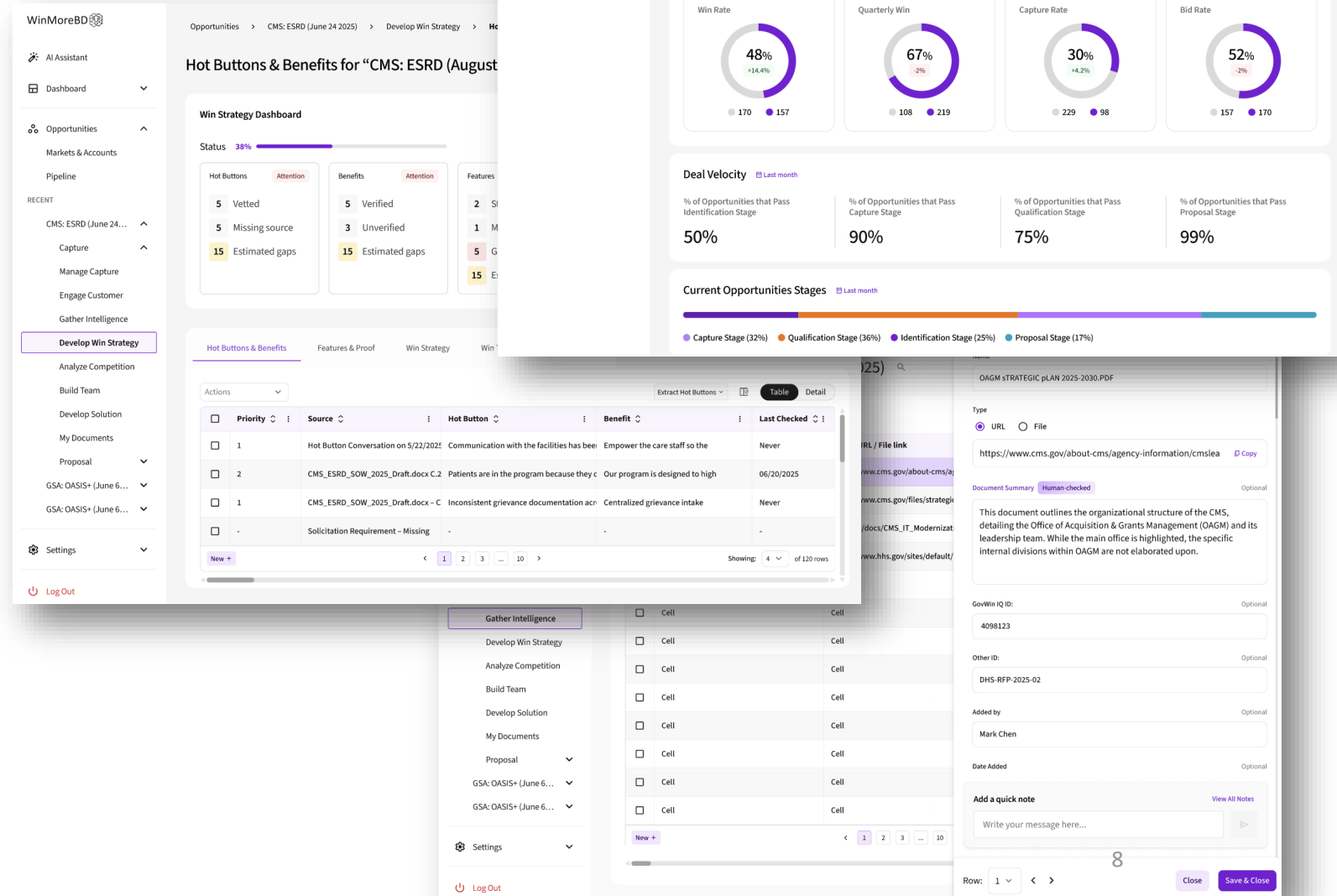


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3. AI License – WinMoreBD.ai

- 6-month AI license
- Purpose-built for government contracts and grants
- AI trained to think like top business developers



4. Networking

- Alumni get to participate in teams for the follow-on cohorts
- Ability to network with your fellow business owners
- Shared expenses of pursuing federal funding
- Access to other TEDCO BRIDGE TA Programs and beyond
- Cohort portal for opportunity posting and team formation



SEDI and Very Small Business Client Journey



Meet Our Management Team



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David Huff

CEO, BD/Capture/Proposals SME

- 20 years' professional experience
- Managed and won 350+ pursuits from \$3M to \$3B+ 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
- 27 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 37 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
BD 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

Application



- Step 1: Apply with TEDCO: <https://tedco.my.site.com/s/login/SelfRegister>
- Step 2: Apply with OST <https://www.ostglobalsolutions.com/government-contracting-accelerator-application/>
- More about the program: <https://www.ostglobalsolutions.com/bridge-proposal-lab/>
- Selected applicants must be prepared to treat this opportunity with the seriousness of a business investment in their future success.
- Participation in the BRIDGE Proposal Lab requires a sustained commitment to raising capital for your company by winning grants and contracts through training, collaboration, and measurable deliverables.
- The program includes structured learning benchmarks, proposal development milestones, and active participation in cohort-based activities.
- Failure to meet assigned deliverables—such as insufficient progress with the Training modules, incomplete proposal submissions, or lack of participation in workshops and team reviews may result in dismissal from the program.
- TEDCO and OST reserve the right to replace participants with those on the waiting list, if the active participants do not meet expectations in order to preserve the integrity and effectiveness of the cohort experience.

We Help You Win Government Contracts



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www.ostglobalsolutions.com

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**RAISE YOUR BID, CAPTURE,
AND WIN RATES**