walteric

PURSUIT SUPPORT FOR GOVCON FIRMS

Walteric helps you solution, win and deliver the pursuits that shape your firm's growth.

WHERE WE START

Every contract buys down a risk. We start there.

We treat every contract as an agency's acknowledgment of a risk to its mission, written in the tactical terms of a work statement. Evaluators judge proposals against the evaluation criteria and on suitability, and the most suitable solution is the one that buys down that risk in the context of the PWS. So every pursuit we support starts with an Agency Risk Profile that reads the requesting agency's mission against current administrative realities: the executive orders, budgets and policy direction that define what an agency can and cannot do. Every step that follows traces back to it.

EXPERIENCE BEHIND THE METHOD

As Principal, Jd brings more than 30 years in the federal market, on both the buying and delivery sides, so he knows what agencies expect and how to exceed it. Walteric proposals show the evaluator how the work will be delivered, drawing on missions as different as these:

STABILIZATION

Iraq · Afghanistan · Horn of Africa

Coalition stabilization and counterinsurgency.

DEFENSE

Joint Staff · Navy · DISA

Joint training, expeditionary civil affairs, military medicine and defense information systems.

CIVILIAN

HHS · DOC · DOT · GSA

Health, commerce, transportation and government-wide services.

HOW WE WORK WITH YOU

01 Pursuit Support

Capture, solution architecture, proposal development and orals support.

Focused on a specific high-value pursuit you have chosen to win.

Paid at an hourly or fixed engagement rate.

02 When You Win

Delivery Role: a single position with set hours on the contract.

Success Fee: paid incrementally over the life of the contract.

Negotiated at engagement and revisited for each pursuit.

Walteric **never supports two firms** on the same opportunity, including its recompetes.

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STRATEGY

You own the business strategy; we build the case to win around it.

Strategy	The Question It Answers	Our Role
Business	Why this pursuit matters to your firm.	You set it; we build to it.
Win	Why you can win, and what the evaluator must believe.	We draft it from the evidence; you ratify it.
Solution	How your approach buys down the agency's risk better than the field.	We architect it with input from your experts.
Proposal	How the solution becomes easy to evaluate against Sections L and M.	We build it to the solicitation; you approve it.

Every proposal is built from scratch, around the agency's risk, with every claim backed by proof.

WHAT YOU CAN COUNT ON

Disciplined pursuits, built on evidence, to buy down the agency's risk.

01 Rigor by design

Built on evidence, proven for the evaluator's judgment of suitability, and decided with you at every step.

02 Win or lose, you will know why

Every outcome is assessed against your bid decision, and the lessons carry into your next pursuit.

03 Protection throughout

Your information, your pricing and your pursuits stay yours, on a record you can check at any time.

Candor, then commitment, from the first conversation to the final debrief.

You own the decisions and the proof; we bring the rigor that makes them count.

WHAT HAPPENS NEXT

01 A conversation

About the pursuits shaping your growth and where you need support, at the depth you choose. If you want to share detail, we will sign an NDA first, ours or yours.

02 A walkthrough

How we would work together toward the growth you described: what you can expect of us, what we ask of you and what we create for you at each step. Planning for a specific pursuit begins once we are engaged.

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Schedule a conversation