



DeSutter Kerr & Associates, Inc.
5713 Corporate Way Ste 100
W Palm Bch FL 33407
P: 561 640 9171
info@dkahome.com
www.dkahome.com

Your Gateway to Government Contracting



DeSutter, Kerr & Associates, Inc. is a business development and consulting firm focused on assisting businesses of all sizes in pursuing and winning government contracts. Since 1995 we have assisted our clients in being awarded over \$1.2 Billion in government contracts. We have also helped over 200 companies get listed on the GSA Schedule.

With over 15 years of directly related federal contracting experience, DKA has proven time and again that providing companies with a total solution to federal contracting coupled with the philosophy that *"we only win if you win"* has enabled us to grow and succeed in a complex contracting environment. What we provide is a channel for our clients to pursue contracts with professional assistance every step of the way.

Regardless of the particular type of contract being pursued, DKA has proven to be a decisive asset to companies both large and small. Our understanding of the procurement systems in use today allow us to provide a best in class solution to ensure contracting success.



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BUSINESS DEVELOPMENT

- ◆ Identification of opportunities
- ◆ Market and Competitor research
- ◆ Freedom of Information Act (FOIA) research
- ◆ Project/Solicitation Analysis
- ◆ Federal Guidelines/Regulations Compliance
- ◆ Agency specific monitoring
- ◆ Recruitment of qualified teaming partners/sub contractors
- ◆ Making bid/no bid decisions

"E&S Diversified Services, Inc. has worked with DKA since 1995 and their professionalism has been beyond reproach. We have had nothing but exceptionally fine dealings with them. Deadlines were always met, and the quality of their work has been superb. The few times we had to ask for changes, they were carried out quickly and efficiently. DKA is honest and straightforward in their work and business. DKA has always demonstrated a high degree of loyalty and trustworthiness to their associates and has carried out their obligations with vigor and resolve. DKA's record with our company has been excellent. I can only say that I am very pleased with their work. DKA will certainly be an asset to you or any group."

Barry J. Evans—V.P. Operations

E&S Diversified Services

PROPOSAL DEVELOPMENT

DKA's proposal writing and management services include, but are not limited to, the following:

Proposal Preparation & Management

- ◆ Analysis of solicitation for specific requirements
- ◆ Development of proposal outlines
- ◆ Writing of technical, management & past performance proposals
- ◆ Cost analysis and bidding strategy
- ◆ Review of all written materials from a proposal evaluator's standpoint
- ◆ Final proposal production and submission

Post-Submittal Support

- ◆ Clarification Requests/Deficiency Reports
- ◆ Best and Final Offers/Final Proposal Revisions
- ◆ Oral Discussions and Pre-award Surveys

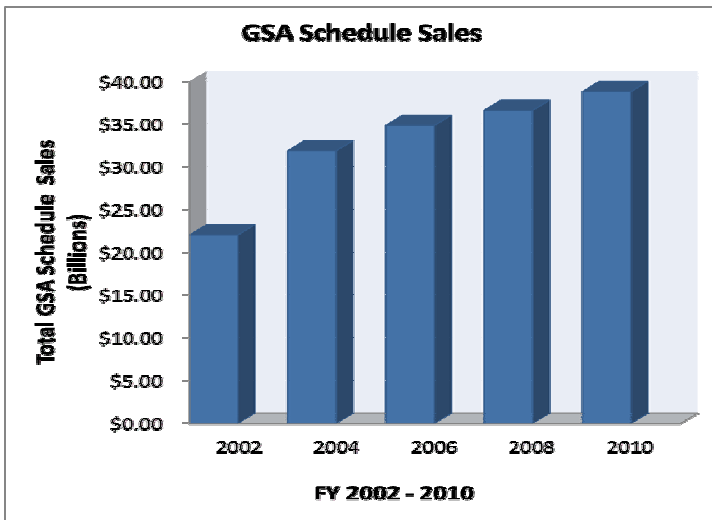
Post-Award Support

- ◆ Quality Control Plans, Phase-in Plans, Staffing Plans
- ◆ Negotiation and preparation of modifications
- ◆ Ongoing technical and administrative support throughout the life of the contract



GSA SCHEDULE

GSA Schedules have become the preferred purchasing vehicle for many federal agencies. The GSA application process can be complicated and time consuming. The DKA Team offers a solution to streamline the application process while ensuring your offer meets all GSA requirements.



Boasting a 100% award rate, DKA has assisted hundreds of companies in successfully obtaining a GSA Schedule contract. From beginning to end, our consultants assist in the preparation of the application, submission of all documents to the GSA as well as assisting throughout GSA’s evaluation process until you receive your award.



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GSA SCHEDULE MAINTENANCE

If you are a current GSA Schedule contract holder we have a broad range of services available to help you successfully obtain new government business. From creating GSA Advantage catalogs and preparing modification requests to preparing proposals for GSA eBuy bids; our team offers a turn-key solution to make sure you get the most out of your GSA Schedule contract.

“I must say that any time I see the DeSutter or Kerr name as an authorized negotiator I know I have received a quality offer to review. Thanks for all your hard work!”

GSA Contracting Officer

“The professionalism, integrity and technical competency of DKA is outstanding. I would highly recommend DKA to anyone needing help in obtaining GSA certification. Their pricing is fair, their service outstanding, and they deliver what they promise.”

**Dave McFarlane—CEO
McFarlane Sheet Metal**

“I still can’t believe DKA got us on the Schedule in just 27 days”

Mark Leto

Inner Parish Security Corporation

