

WHY DKA?

DKA's government contract consultants and proposal specialists are catalysts for transformation; creating strategies that drive innovation from inception through execution. Acting as focal points for this innovation, we leverage DKA's own unique vision across the government horizon to develop new business models that enhance sustainable advantage and increase competitiveness. We do this by working collaboratively with you — offering expert analysis, business development planning, , project planning, proposal development and team building—to build winning solutions to the government contract challenges confronting your organization.

Since 1995, DKA has become one of the United States' leading government contract consulting practices. For the past three years DKA has averaged well over \$100 Million per year in contract wins and we're on track to exceed that number in 2015.

One primary reason for DKA's level of success is continuity. All original founders remain with DKA, and we've been fortunate to keep all of the core experts who've joined the team through the years. Another big reason for our success is repeat business with our clients; we're extremely proud of the fact that we continue to win contracts with our first client. Due to our success, we have a tremendous amount of repeat business and many new clients are a direct result of referrals from our existing client base.

DKA takes great pride in developing new relationships and looks forward to pursuing new opportunities. With a team of expert contract consultants and an unmatched drive to succeed, we can and will increase your chances for success. For more information on how we can assist your organization in winning more contracts please feel free to contact us via email or phone.

"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 highly recommend DKA for any contract proposal with the federal government! Their insight and expertise is of the utmost benefit in these complex contract bids. Great group to have on your team!"

Ford C Greene, CEO
Greene Respiratory Services

"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

"I have known, worked with, and won federal government contracts with DKA for 12 years. They have exceeded every expectation I have had when it has come to their expertise of the contract/agency, timeliness, and quality of the proposal. I would highly recommend them to anyone who desires to do business with any government agency."

Todd Pattison, President
Maxsent



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Your Gateway to Government Contracting



www.dkahome.com

ABOUT DKA

DeSutter, Kerr & Associates, Inc. is a government contract and consulting firm focused on assisting businesses of all sizes pursue, win and successfully operate government contracts. Since 1995 we have assisted our clients in being awarded more than 500 government contracts world-wide with a combined value in excess of \$1.3 Billion.

These successes have come in a wide variety of industries from basic services including facility maintenance and security guard services to IT, engineering, consulting, marketing and other professional services. We've also had success in medical transportation and healthcare staffing, as well as industrial services and construction.



With over 19 years of directly related federal, state and local 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.

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
- ◆ Finding Qualified Teaming Partners/Subcontractors
- ◆ Making Bid/No Bid Decisions

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

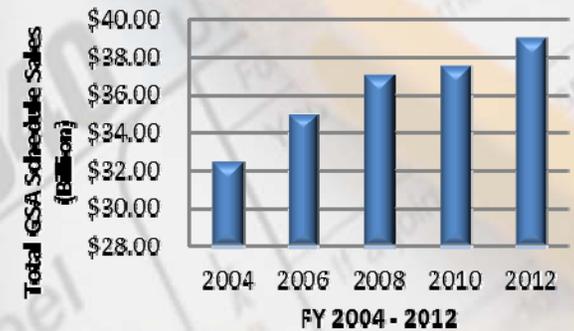
Post-Award Support

- ◆ 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

General Services Administration (GSA) Federal Supply 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.

GSA Schedule Sales



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.

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.

