



neMarc Professional Services

Seller Success Spotlight: neMarc Professional Services, Inc.

After seeing success in the private, state, and local sectors, neMarc Professional Services decided to venture into the federal sector as well. neMarc Professional Services, who specializes in staffing and consulting services, found it difficult to secure federal contracts on their GSA TAPS schedule without prior federal contracting experience. Once neMarc Professional Services registered on FedBid, they found that they were better able to compete on a level playing field against companies with prior federal contracting experience.



“The main reason I use FedBid is the instant feedback. We know where our bid stands because of the lead and lag statuses that show up before the bid closes. You don’t get that with any other platform.”

— Ken Harris, COO/CFO
neMarc Professional Services

Challenges:

- neMarc Professional Services had no prior knowledge or past performance in the federal sector.
- Buyers in most cases were looking for Sellers that have worked with them in the past, or have a past performance history with other agencies.
- Gathering information and feedback about contracting opportunities and the bids they have placed is time consuming.

Approach:

- neMarc Professional Services registered on FedBid in February 2013 in order to increase their access to opportunities.
- They used FedBid’s online marketplace to set up filters and receive automatic notifications relevant to their approved SINs.
- They also took advantage of FedBid’s immediate LEAD/LAG feedback on their bids to stay competitive and gain winning market intelligence.

Results:

- neMarc Professional Services is able to be selective and aggressive about the opportunities they go after on FedBid.
- They expanded their general knowledge of federal procurement.
- By using FedBid and winning several contracts, they are now building their past performance record and relationships with Buyers.





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"We are always looking at how we can grow our portfolio and gauge the marketplace as opportunities come out."

— **Ken Harris, COO/CFO**
neMarc Professional Services

Additional Information:

neMarc Professional Services is seeking to be viewed as the most desired and premier staffing company in the markets they serve. They have staffed thousands of positions in temporary, full-time, and direct-hire capacity. These positions have ranged in industries from sales, industrial, retail, engineering, medical, and technical. As neMarc Professional Services seeks to expand to the federal sector, FedBid will provide what assistance they can through its online marketplace in their endeavors.

neMarc offers professional services such as:

