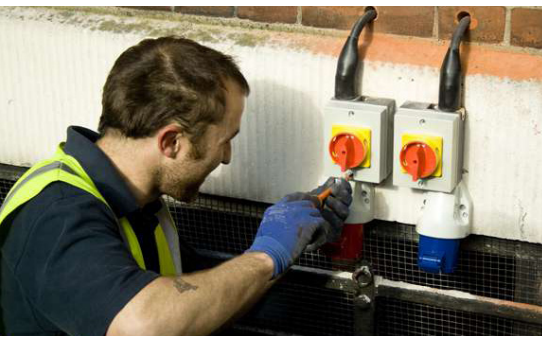


Seller Success Spotlight: Precise Business Solutions

Precise Business Solutions sought a way to penetrate the federal contracting market. By utilizing FedBid, Connie Falls, owner of Precise Business Solutions, successfully ventured into the domain of government contracting and FedBid provided all the tools she needed to learn and successfully bid on government opportunities. In less than a year, FedBid not only helped her company get their foot in the door, but now a large portion of their client base consists of federal customers. Now, Precise Business Solutions provides a range of strategic consulting services, as well as project management to a large variety of service contracts to the federal sector.



“I learned a lot about government contracting through FedBid. We were able to see where the need and want was, by gauging opportunities being created by federal buyers. FedBid gave us the ability to look and recognize what areas were in high demand.”

— **Connie S. Falls**
Precise Business Solutions

Challenges:

- It is difficult for a small business to acquire the knowledge necessary to break into federal contracting.
- Precise Business Solutions did not have previous experience working with Federal Buyers.
- With thousands of Federal contracts out at any one time, Precise Business Solutions had a hard time keeping track of all the opportunities.

Approach:

- Precise Business Solutions looked at various websites and notification systems to view contracting opportunities, and selected FedBid due to the ease of use and self-explanatory nature.
- Using the resources provided by FedBid, such as interactive webinars, helpful staff, and online resources, Precise Business Solutions learned about how to get the most out of FedBid.
- Precise Business Solutions gained market intelligence about what government buyers are purchasing.
- FedBid provided sourcing calls and emails to help Precise Business Solutions track and keep up to date on relevant opportunities.

Results:

- Connie was able to use FedBid to take her company's first steps into federal contracting.
- Due to Precise Business Solutions success on FedBid, they were able to broaden their capabilities, including a larger base of services offered and additional capabilities through newly acquired partnerships.
- FedBid opportunities now make up 85% of Precise Business Solution's overall sales.

PRECISE

BUSINESS SOLUTIONS

"FedBid is a great platform for a small business to learn. I not only learned a lot about government contracting, but I found everything very self explanatory. FedBid gave us everything we needed to take our first steps into government contracting."

— **Connie S. Falls**
Precise Business Solutions

Precise Business Solutions provides services items like:



FedBid[®]

"We've been in business since 2007, however we had no prior experience in federal contracting, which made it easy to get overwhelmed by the number of opportunities. Some of the solicitations are complicated, lengthy and hard to fully grasp without a full understanding of the federal vernacular. With FedBid, it made the process easy. I think that the best resources on FedBid have been the training materials, detailed line items and their helpful staff, which provided us the knowledge we needed to succeed. With time, we hope to continue to increase our sales and business relationships with the government through FedBid."

— **Connie S. Falls**
Precise Business Solutions

Invest in Yourself... Become an Entrepreneur.

Connie S. Falls created Precise Business Solutions, a consulting company that were experts in creating businesses for entrepreneurs in 2007. Precise Business Solutions was able to grow through strategic partnerships with banks and client referrals. Expanding their capabilities, Precise Business Solutions, was able to offer business management and development in addition to consulting. In 2013, Connie began to use FedBid and learned to diversify their offerings into the federal sector. With FedBid's help, Precise Business Solutions were able to continue growing and expand their capabilities once more.

Since joining FedBid Precise Business Solutions has worked with various agencies including:

- Department of Veterans Affairs
- Department of the Army
- Department of the Navy
- Department of the Interior
- Independent Agencies and Government Corporations