

| Offering Title | Offering Type | Price | Availability | Overview - Please Call for Additional Information |
|---------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------|-------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Opportunity-Exclusive Business Development Support Services (Call for a speedy proposal or quotation): | | | | |
| Competitive Analysis & Price To Win (PTW) Studies | Independent Study | Price on request after opportunity identification | 5 working days | Detailed competitive analysis & PTW modeling of competitor solutions and pricing for major domestic and international IT, C&E and S&T opportunities. Willing to sign NDA before opportunity is revealed. |
| Proposal Color Reviews (Pink, Red & other Review Teams) | Independent Assessment | \$5,000, and up. | 5 working days | Assesses RFP compliance, provides before/after evaluation scores, and delivers red-lined proposal sections w/detailed comments/suggestions. |
| Pricing Strategy Development | Facilitation | \$10,000, and up. | 5 working days | Develops a detailed pricing strategy for a major opportunity. |
| Opportunity "Black Hat" Reviews | Interdependent Facilitation | \$10,000, and up. | 5 working days | Interactive/independent development of themes/discriminators and a draft Executive Summary or Solution White Paper. |
| Pricing Strategy Tune-Ups | Interdependent Facilitation | \$7,500, and up. | 5 working days | Uses a structured interview process to rapidly augment or develop a customized opportunity Pricing Strategy that improves the win probability |
| PTW Coaching | Small Group On-site Coaching/Training | \$2,250 per day or portion thereof, 3-day minimum | 5 working days | Uses our PTW development and training tools vast database of pricing and execution strategies to develop the bid price for a single competitive acquisition that will markedly improve the customer's opportunity pWin |
| Consulting & Temporary Business Development Staff Augmentation: | | | | |
| Senior Consultant | Professional Services | Hour \$225, Day \$2,250 | 24 hours | Infostructure Design, Development & Implementation services. Business Development, Strategic Planning, Capture Management and Strategic Pricing consulting for major pursuits. Minimums may apply. |
| Senior Associate | | Hour \$195, Day \$2,000 | | |
| Associate | | Hour \$175, Day \$1,750 | | |
| Pricing Staff Augmentation | | Market prices | | Experienced price proposal developers and strategic pricing personnel. |
| Business Development Modernization/Improvement Books & Ad Hoc Competitive Intelligence: | | | | |
| "Hope Is Not A Winning Strategy... But Price To Win Is" by Anthony C. Constable | "How To" book for Price To Win (PTW) studies | \$295.00 from Amazon or from CAI/SISCO + ppt. Generous bulk discounts available. | Immediate | This book provides a Price To Win (PTW) framework and process and shows how PTW can help achieve win probabilities (pWins) of 100% for complex competitive bid opportunities. Not 73% or 87%, but 100%. 150 pages, in full color with progressive problems for students to solve. |
| CI-4-Gov™ | Subscription-based service that provides ad hoc Competitive Intelligence and analysis on-demand | Depends on the level of support – please call for "level of support" pricing and a proposal | Immediate following completion of a license agreement | To equip business developers for success we invite firms to open a CI-4-Gov™ subscription accounts to provide access to our research staff as well as the trove of competitive intelligence (CI) information that is pre-positioned within CAI/SISCO's InfoCenter databases. This hassle- and risk-free vehicle provides economical, on-demand access to business development information, force-multiplying products, and responsive professional support services to players large and small in the government contracting arena. |