

Business Journey



STAHLTM
consulting

BiC-1 JV Customer Journey

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5 Factors of Your Business Journey

The government opportunity and pursuit Journey is a complex, strategic, and uniquely scientific experience, STAHL will navigate your journey using our past 35 years of experience and government relationships, also defining your maturity and partner tier to success...
Partner Tiers | STAHL USA

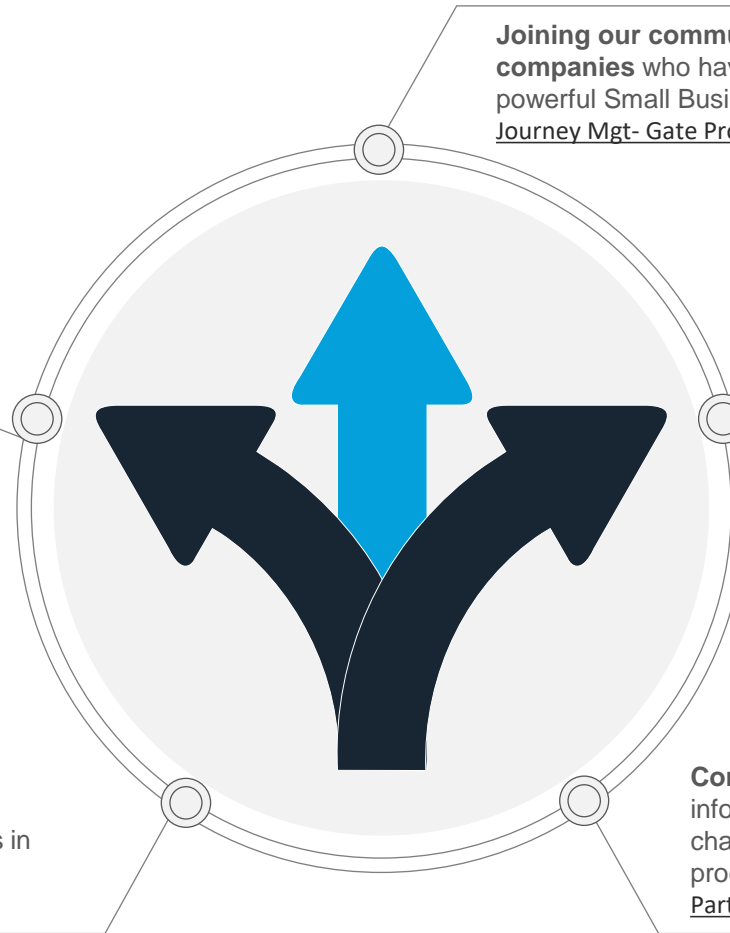
Are you ready to sign up and begin working with your Largest customers?

Joining our community of successful companies who have formed one of the most powerful Small Business Joint Ventures
Journey Mgt- Gate Process | STAHL USA

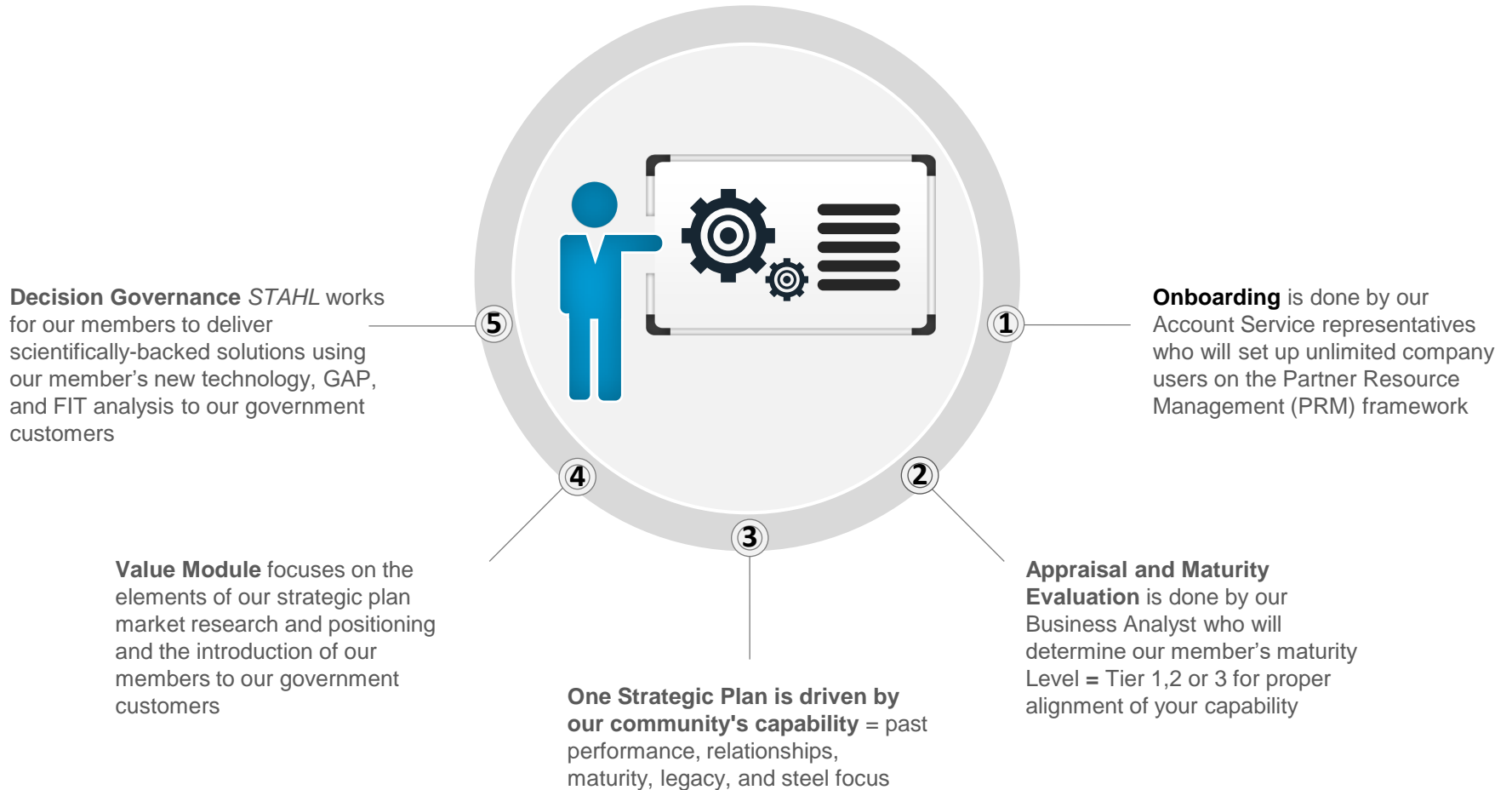
Onboarding your company DNA correctly forms the foundation and compass for your success!
Partner Onboarding Journey | STAHL USA

Past Performance and Staffing Key personnel equal 2/3 of your technical evaluation to win government contracts in the millions of dollars
Partnering Process | STAHL USA

Complete your Company Library with Vital information needed to help STAHL and its channel to integrate and sell your services and products to Government buyers
Partner Opportunity Journey | STAHL USA



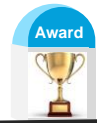
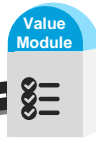
5 Steps of Business Journey



Business Journey Customer to Services



This Value Module Service Offering includes the CIO Strategy, BiC-1 JV Capability, and Agency Advisors (BOA)



Project capacity audits and surveys and lessons learned – Project Management Capacity Planning

Branding our Value Proposition, using MarCom Investment with alignment to our Value Capture capability of our JV and channel communities

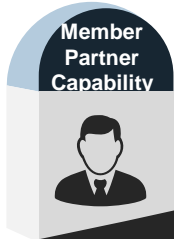


RFP - Describes the key stakeholder management objectives, activities to achieve these objectives

STAHL is currently deploying Strategic Alliances to win strategically targeted Government Vehicles and opportunities



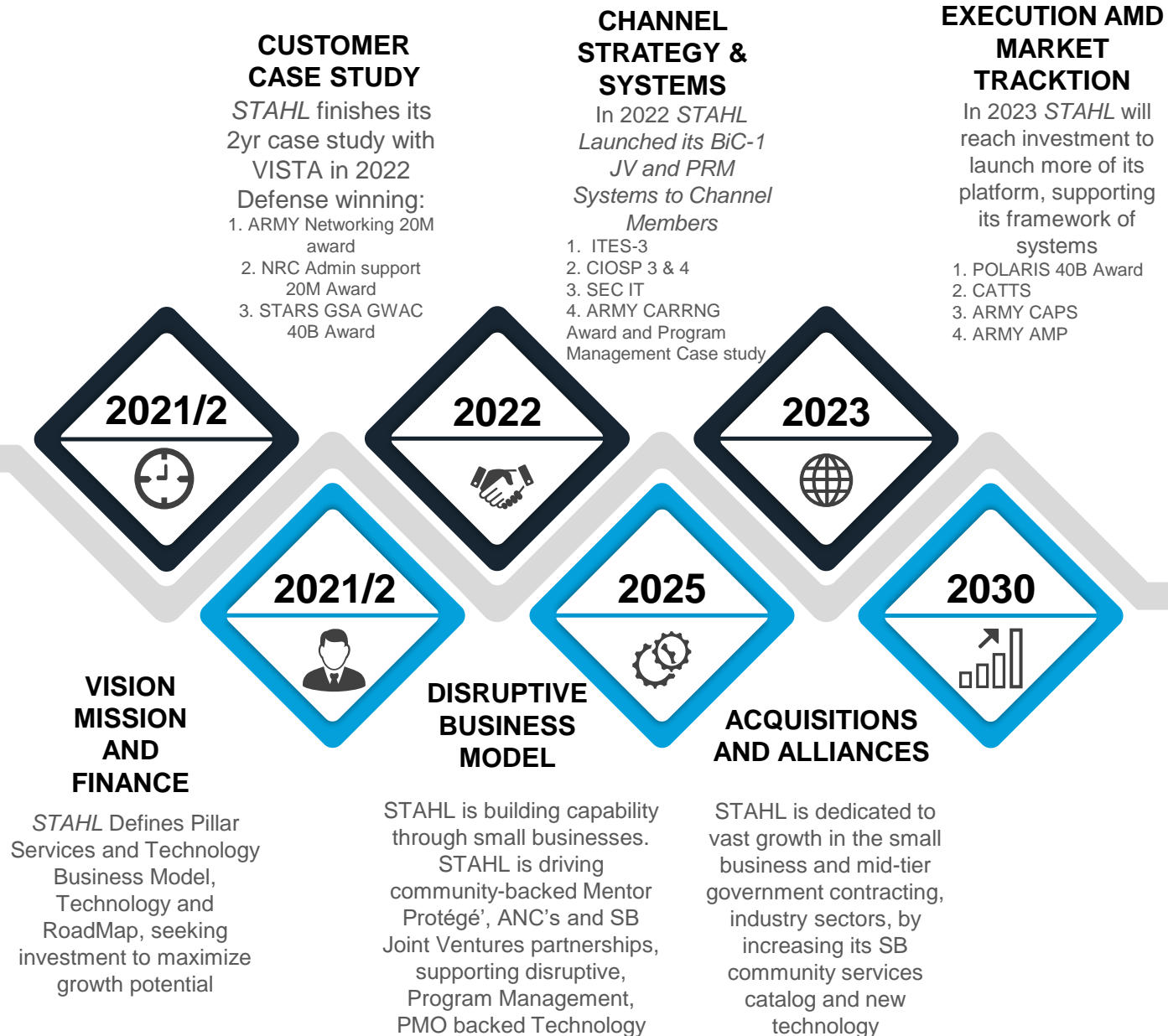
Strategy builds long-term Relationships and a Pipeline with our Buyers and Program Installations (4 - Agencies with multiple Buying Offices – Tri-State, and Mid-Atlantic)



Your journey starts with the strategy to RFI Selection and team selection of key Channel Partners

YOUR EXPERIENCE	PARTNER EXPERIENCE	BUYER EXPERIENCE
Gain Pipeline Visibility	Reach & Retain New Customers	Work with True Industry Experts
Establish Marketing Attribution & ROI	Access One Program Location	Get Personalized Content and Solution Recommendations
Manage Deal Lifecycles	Leverage Co-Branded Content	Enjoy a Seamless Buying Relationship
Unify Channel Data	Deploy Powerful Partner Playbooks	
Generate Insightful Reports	Stay Ahead with Training & Continuous Learning	

Business journey Design and RoadMap



Business Journey Goals



ONBOARDING - STAHL refines its capability through the onboarding of channel members' data and business intelligence. Our onboarding data is the central intelligence of all strategic planning done by STAHL related to pursuits

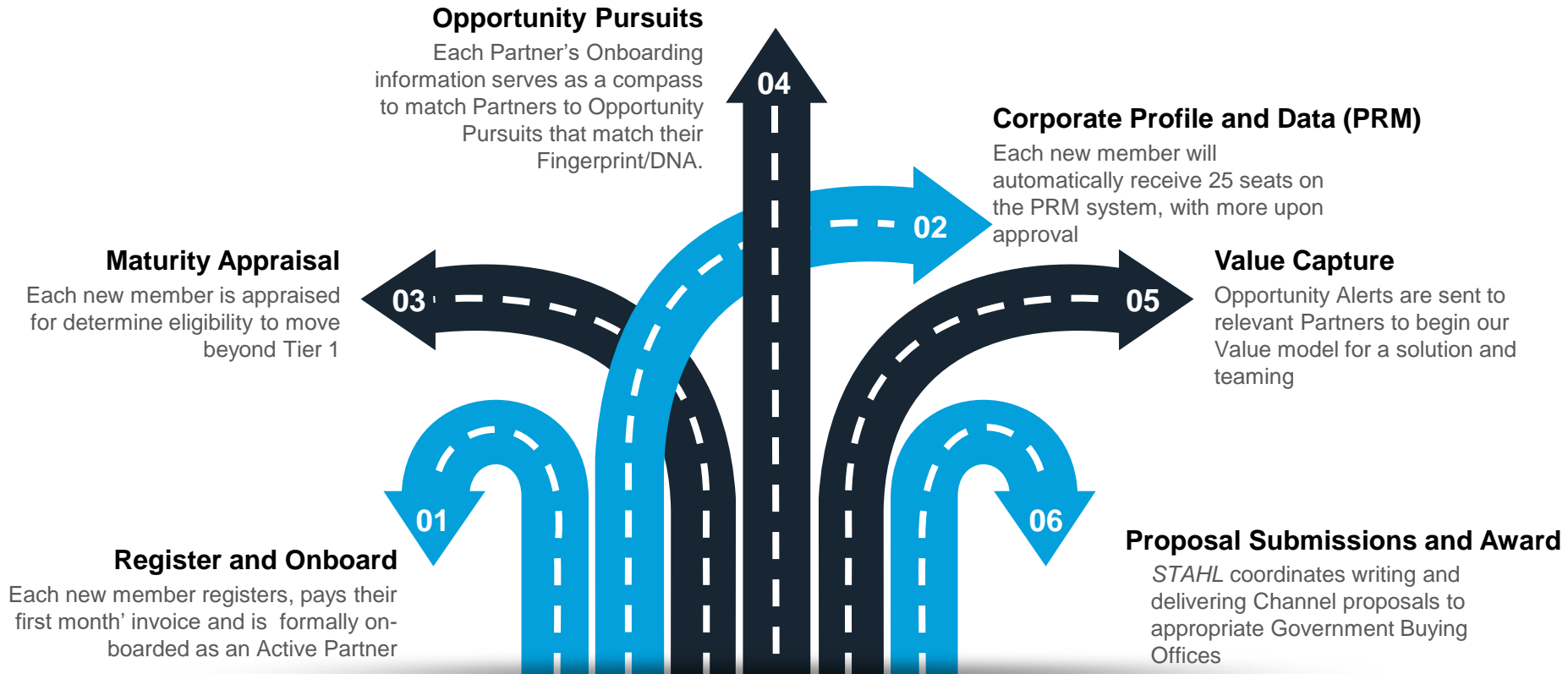
APPRAISAL AND JOURNEY MANAGEMENT
Channel members are properly evaluated and situated to support the acquisition and response processes, based upon their maturity and experience

PAST PERFORMANCE is an important part of the appraisal of new members, acting as a key performance indicator (KPI) that drives and positions the Acquisition Timeline to Revenue

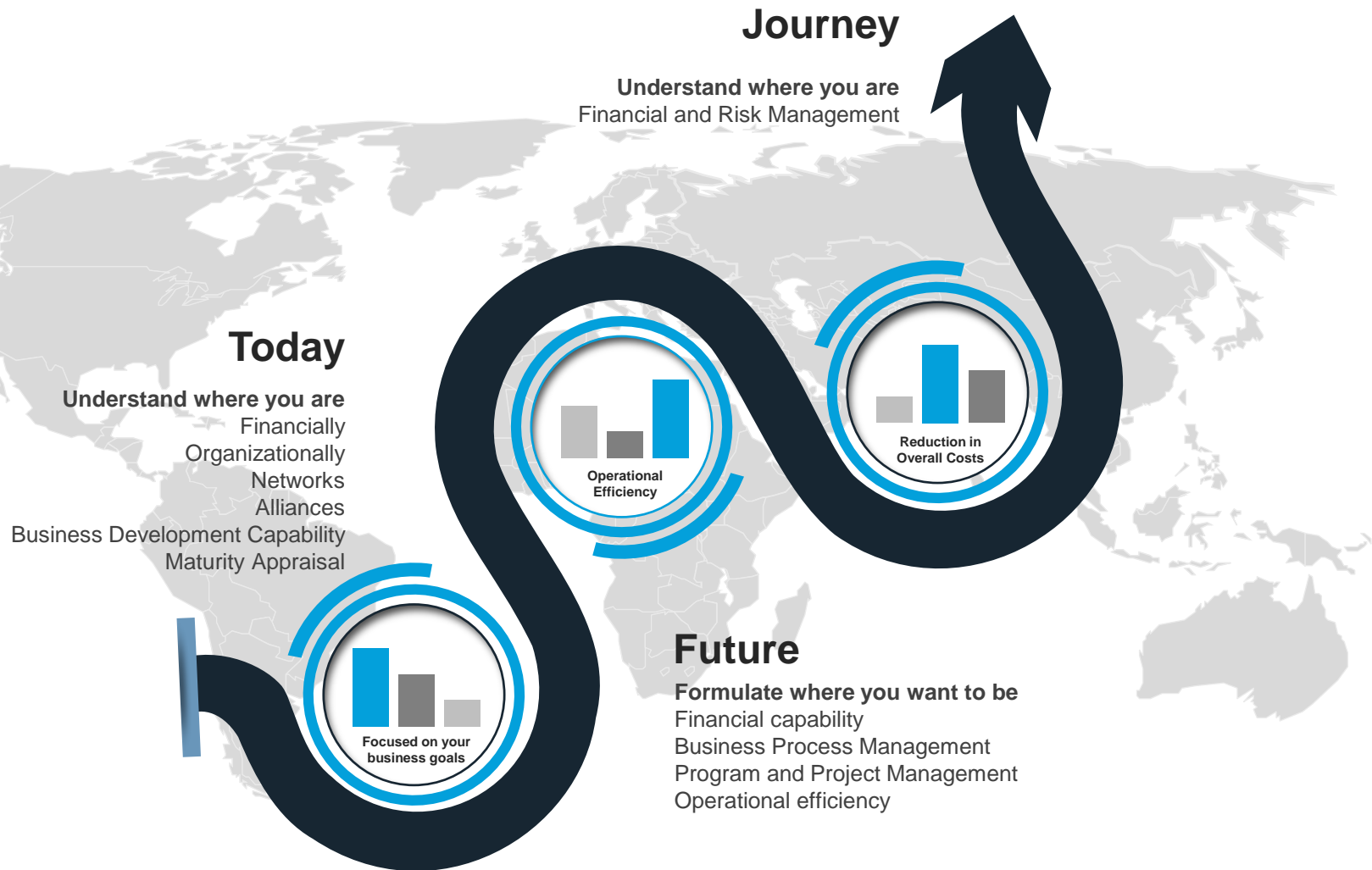
CHANNEL MEMBER TIER 1, 2, and 3 SELECTION
Member business profile uses past performance, financial certifications, clearances and other information to help determine parts of the maturity model and journey mapping for our members

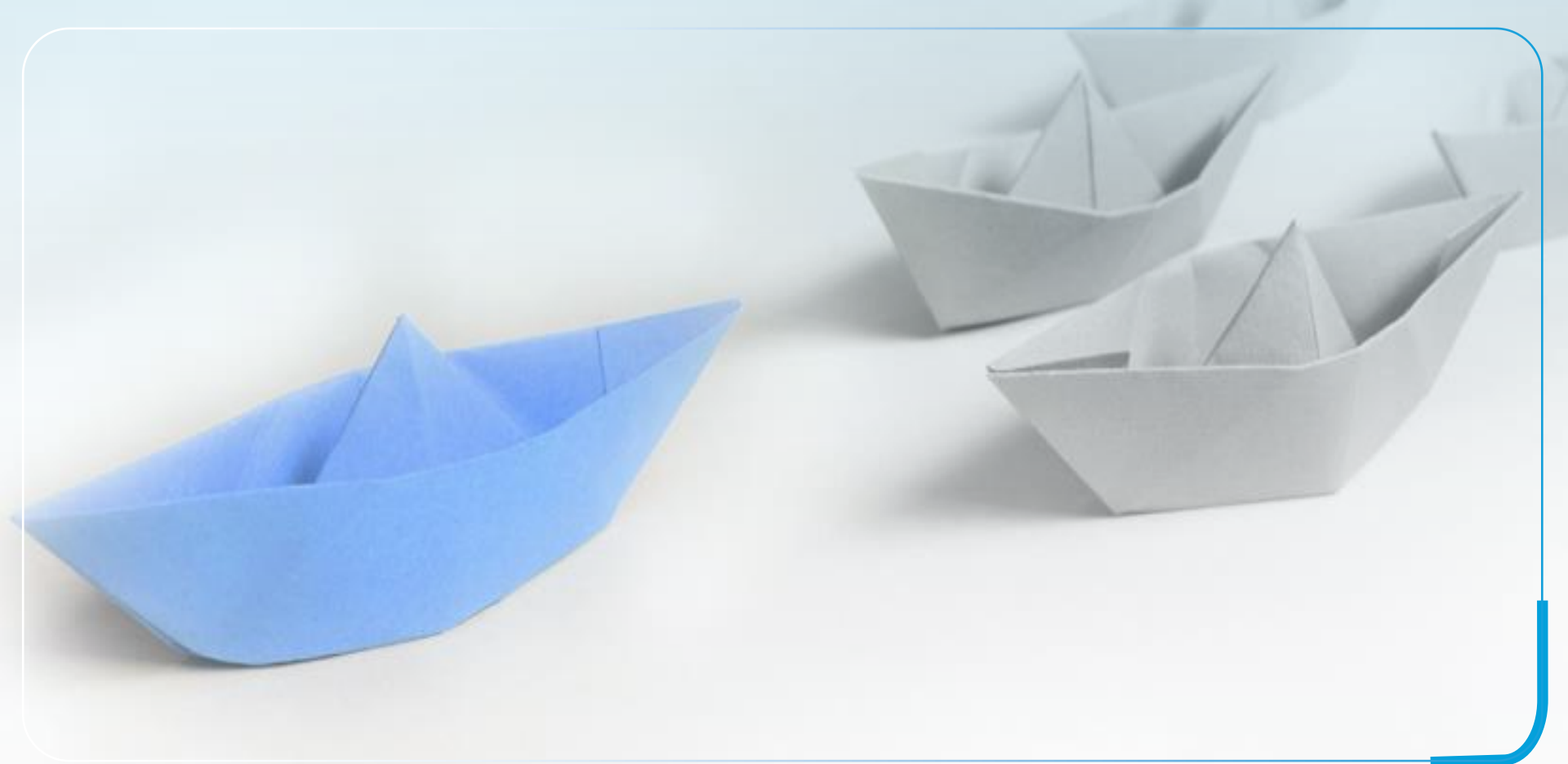
PARTNERING FOR SUCCESS Today, more than ever, community-based partnering is being used to help small businesses compete and navigate successfully for government contracts. STAHL is providing the People, Processes, Technologies and Joint ventures for success!

Business Journey Layout



New Business Journey





THANK YOU



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