



Clark-Ochoa Business Services

Helping Businesses Navigate the Government Marketplace

CAPABILITY STATEMENT

Clark-Ochoa Business Services helps businesses: understand the government marketplace; conduct research to define who buys what they sell; complete relevant certifications/registrations; develop strategies to market their services; create databases of information for future bids; and analyze teaming and bid opportunities.

Capabilities

- Completing Certification Applications (DBE, WMBE, SBE, SDVOSB, WBE, WOSB, MBE and 8a)
- Creating / updating business profiles (SAM, SBA Dynamic Small Business, Supplier Diversity)
- Conducting Relevant Research and Analysis of:
 - Government Agencies
 - Competitive Government Vendors
 - Competitive Pricing
 - Purchasing Vehicles
 - Solicitations and Contracts
- GSA Schedule Support
- Building the Organization's Past Performance / Resume Database
- Identifying Potential Teaming Partners
- Monitoring Applicable Agency Contracting Opportunities
- RFP Analysis / Support
- Proposal Management

Profile

Clark-Ochoa Business Services (COBS) helps businesses navigate through the maze of certifications, registrations, and regulations. Assisting clients with research to help identify potential target agencies and build effective marketing strategies are core competencies.

Principal, Stephanie Clark-Ochoa brings 15 years of business development and proposal expertise. Additionally, she shares more than 30 years of experience working with major corporations, small businesses, non-profits, local school districts and entrepreneurs. Her goal is to help businesses understand how to prepare the necessary documents and build the comprehensive research and marketing strategies required to be successful in the B2G (business-to-government) marketplace.

Recent Industry Experience

- ❖ Construction Trades
- ❖ Program/Project Management
- ❖ Healthcare Staffing
- ❖ Information Technology
- ❖ Legal & Professional Services

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