



**TRIO CONSULTING**

*Certified Business Development*



# Trio Professional Development is designed for your *success*.

**Introduction to Business Development Fundamentals and Approach** is designed for business professionals, consultants, executives and business development professionals engaged in a government contracting environment; however, the core principles are applicable within any organization engaged in generating revenue.

This 16 hour professional development experience is designed to provide a level of understanding of the BD process that will enable graduates to serve as a vital resource for any organization seeking to build business in the government contracting arena.

## **Graduates will know how to:**

- » Develop a business pipeline in the short, mid, and long terms while executing a structured bid decision process
- » Develop a network, strategic partnerships, and teaming arrangements required in a prime-sub contractor environment
- » Understanding and executing a dynamic bid/no-bid process
- » How to develop winning proposals while working alone, as a sub or a prime
- » How to execute color reviews and establish repeatable capture efforts analysis to instill a culture of continuous improvement of the organization's overall BD process

Business professionals engaged in government contracting should take this course. However, the core principles are

applicable within any organization engaged in generating revenue.

This course can be delivered remotely at a customer's site when requested.

Trio's complete TD+ schedule is available at [www.trio-consulting.com](http://www.trio-consulting.com)

## **Benefits of Choosing Trio Consulting:**

- » Best of breed expert instructors
- » Convenient registration and location
- » TD+ package allows unlimited access to the training you need – ask us how.

For more information:



Trio Training  
(571) 267 – 1445  
ext 102

[training@trio-consulting.com](mailto:training@trio-consulting.com)

Trio Consulting, LLC  
3421 Commission Ct., Suite 100  
Lake Ridge, VA 22192



Trio Consulting is proud to partner with the Defense Acquisition Community. We are a Defense Acquisition University Certified Equivalent Provider, Founding Affiliate of the Leadership Certification Institute, and a Service Disabled Veteran-Owned Small Business

