








# Capstone Management Consulting, LLC

*RFxReady Services - Proposal Enablement & Readiness for Federal Contractors*

**Submit more compliant, credible proposals and make better strategic decisions with less rework and reduced execution risk.**

Capstone delivers RFxREADY services that help small and midsize federal contractors scale proposal performance without building a full in-house proposal department. We reduce proposal scramble, strengthen compliance, and improve consistency by building proposal infrastructure, compliance-first workflows, and internal team capability designed for lean teams operating in high-pressure federal environments.

## ◆ CORE RFxREADY SERVICES AT A GLANCE

Service	Primary Outcome	Across RFxREADY Engagements, Clients Gain:
 <b>RFxREADY Virtual Proposal Center (VPC)</b>	Centralized, governed SharePoint/Teams proposal system that eliminates rework and asset loss	<ul style="list-style-type: none"> <li>✓ <b>Proposal Infrastructure &amp; Reuse:</b> Virtual Proposal Centers, past performance libraries, resumes, templates, and governance that reduce rework and execution risk.</li> <li>✓ <b>Compliance-First Execution:</b> Requirements extraction, traceability matrices, and annotated outlines that reduce compliance risk and improve evaluator alignment.</li> <li>✓ <b>Targeted Proposal Support:</b> On-demand reviews and section-level support when timelines compress or internal bandwidth is limited.</li> <li>✓ <b>Objective Proposal Improvement:</b> Structured evaluations that identify proposal strengths, gaps, and prioritized improvement actions.</li> <li>✓ <b>Team Enablement:</b> <i>AMPD!</i> Agile training that equips teams to plan, manage, and execute proposals independently.</li> </ul>
 <b>RFxREADY Outline Blueprint Sprint</b>	Execution-ready, compliance-first drafting blueprint mapped to solicitation requirements	
 <b>RFxREADY On-Demand Proposal Support</b>	Targeted compliance and draft support during active, time-compressed bids	
 <b>RFxREADY Proposal Evaluation</b>	Objective scoring of compliance, clarity, and credibility with prioritized fixes	
 <b>RFxREADY AMPD! Proposal Training</b>	Agile proposal management training that improves cadence and accountability	

## ◆ STRATEGIC & ADVISORY SERVICES

◆ **Readiness Accelerators:** Targeted assessments that surface proposal, operational, audit, and governance risks before they impact bids or performance.

- ◆ Enterprise Readiness Scorecard
- ◆ Federal Readiness Scorecard
- ◆ Proposal Readiness Diagnostic
- ◆ MSP Service Maturity Scorecard
- ◆ Complimentary Readiness Review

◆ **PROPEL™ ASSESSMENT:** The Proposal Execution & Lessons Learned Assessment evaluates how your proposals were executed and captures lessons learned to improve future bid performance so each new bid starts stronger than the last.

◆ **Business Strategy Session:** Executive-level working session supporting growth decisions, federal readiness, delivery risk, and governance alignment.



◆ Ideal Clients	◆ Differentiators	◆ Client Benefits
<ul style="list-style-type: none"> <li>◆ Small and midsize federal contractors</li> <li>◆ Lean proposal teams scaling bid volume</li> <li>◆ Firms with compliance, continuity, or reuse risk</li> <li>◆ Organizations seeking repeatable proposal systems not dependency</li> </ul>	<ul style="list-style-type: none"> <li>◆ Infrastructure-first, system-building approach</li> <li>◆ End-to-end compliance traceability</li> <li>◆ Skill transfer model - no long-term dependency</li> <li>◆ Evidence-based strengths positioning</li> <li>◆ SharePoint/Teams-native execution</li> <li>◆ <i>AMPD!</i> Agile proposal methodology</li> </ul>	<ul style="list-style-type: none"> <li>◆ Reduced proposal risk and compliance exposure</li> <li>◆ Faster, more confident draft cycles</li> <li>◆ Stronger, evidence-backed proposals</li> <li>◆ Less reliance on single proposal leads</li> <li>◆ A repeatable proposal system your team can run</li> </ul>

**Contact us to determine the right RFxREADY and advisory service mix for your organization.**