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*Ken Blair (Voiceover):* Everybody, welcome to the Federal Proposal Podcast.

*Ken Blair:* Hello everyone and welcome to the inaugural edition of the Federal Proposal Podcast. My name is Ken Blair and for more than 17 years I fulfill the role of proposal manager for all manners of solicitations being released by either the federal government, the government of the various states and, for that matter, local governments as well. My experience has led me to believe that many times capture managers and proposal managers can't see the forest for the trees. In this case, the trees are the individual opportunities that a proposal manager is focused on getting out the door in a timeline, and the capture manager is focused on one or two agencies and doesn't see the opportunities that may become available from other solicitations made by other agencies that have broader reach, typically the, and that maybe is not being run by the agency that they're tracking. The purpose of this podcast is to bring the forest into better focus for all the folks that are involved in the business development hierarchy. This can include senior business development managers whose primary role is to consider how to allocate funds, capture managers to have insights into other vehicles that may be able to be marketed to the one or two agencies that they're focused on, and proposal managers to have better capability of defining the resource requirements in order to meet the deadlines required when solicitations are actually released.

*Ken Blair:* So, let's take a look at the format of this podcast and the podcast going forward. Our intent is to go through and early in every month have a podcast that looks at from a high level at the opportunities that are going to be released, or at least anticipated to be released in the three to six-month plus timeframe. We're going to include things such as timing, what we think, the anticipated value, maybe the projected release date and the number of projected contracts. By the very nature of what we're trying to do, our emphasis will probably be placed on, but for major releases of other solicitations will be sure to include those as well. In the three to four weeks following the monthly podcast, we'll take a deeper dive into select opportunities and provide more information and, hopefully, insight as to how organizations can be successfully competitive for the work. We think, by doing so, we'll allow senior business development executives to have the ability to better forecast their band budgets, allow capture managers to have more insight into opportunities for being able to market to their agencies and, finally, for proposal managers to have better capability of forecasting resource requirement in order to be able to get things out the door and on time.

*Ken Blair:* So that's the plan for the federal proposal broadcast. We hope to bring in our first podcast the first week of August and we hope to be able to bring insights that your organization may take advantage of to be able to build a better pipeline, more successful proposals and definitely winning more business. Thank you.

*Ken Blair (Voiceover):* The federal proposal broadcast copyright 2020 by Blair Associates, all rights reserved.