

Government Procurement Advisor (GPA)

We are proud to assign “YOU” a personal Government Procurement Advisor.

Your dedicated GPA will help you navigate the Federal contracting maze, and show you how to access, use, and benefit from the "Select GCR Pro" program.

Through constant communication and a defined Government targeted marketing plan, you will learn where and how to spend your time, what to look for, who to contact, what to say, and what to send potential contacts. This proven plan implements concepts such as targeted email campaigns, phone contacts, marketing templates, and overall knowledge of how to position a business to achieve success in the federal sector at a more efficient and expedited pace.



Our Marketing Department Focuses on Three Simple Philosophies:

1. Position your business to be seen by those that are looking
2. Search and find contact information for Contracting Officers and Prime Contractors through code and keyword query searches.
3. Search and find targeted industry/business contracts through code and keyword query searches.

Your GPA will Help you Learn and Understand the Following:

- Find city, county, state, and Federal contracts.
- Understand how to determine if a contract is right for your business.
- Learn steps to take that will differentiate your business from others.
- Search expiring contracts for re-compete opportunities.
- Learn how to submit a bid, and a Request for Debriefing document.
- Learn how to register with each Prime as a sub/supplier for subcontracting/teaming opportunities.
- Learn how to search competitor profiles.
- Access data for state, Military, and Federal purchasing locations.
- Understand how to view contract details to determine who is involved - Agency, Prime, CO's.
- Understand FOIA (Freedom of Information Act) and how to request specs for existing contracts.
- Access quick links for city, county, and state Government websites.
- Learn how to determine which agencies and departments are spending the most within your industry.
- Learn how to find Gov websites, Org charts, OSDDBU/SADDBU, FOIA, Phone Books and Expenditures.
- Find lists of primes and GSA schedule holders with recent award history.
- Find lists of contracting officers that are heavily awarding contracts for your industry.
- Learn how to contact and build relationships with Primes and CO's.
- Learn how to search for Contracting Officers by State, Agency, NAICS, PSC & Keywords.
- Access Names, phone numbers, email addresses, positions, and titles for contacts.
- Learn how to register on interested vendor lists.
- Learn how to reach primes and contractors through email marketing.
- View contract details, Agency, Prime, Dollar Amount, and Expiration date.
- Learn how to find your targeted industry contractors and how to contact them personally.
- View the top Prime contractors for each NAICS.
- Learn how to contact CO's within each agency/department to build relationships.
- View presols, awards, expiring contracts for all departments/agencies.
- Access websites, phone books, contact emails.

With help from a GPA, Select GCR's Government targeted marketing plan will springboard your knowledge and success while accomplishing your goals. Not only will the foundation be built for longevity, but you are also educated to succeed within the Federal sector after our services are complete. We look forward to taking you on this journey towards increased revenue and diversification while working with the US Government.