

# 10 Most Influential Companies of the Year 2023

As the post pandemic recovery chugs along, the global business landscape is set to witness major changes in the coming decades. Understanding the paradigm shift in the global economy, the companies are opening themselves up to a world of growth opportunities by embracing change. To survive, it is important to be able to adapt to the shifting transitions of business models as well as be prepared for what comes next.

The current edition of the CEO Views brings to you “Most Influential Companies of the year 2023.” The list highlights the most influential companies in the industry who have manifested their excellence in both transforming their operating models and embracing innovation and technology. The influences these companies exert over the people and the industries are unimaginably inspiring. Therefore, the enumerated companies aim to assist young entrepreneurs and organizations in accomplishing their goals and strive towards success.

**Company:**

Select GCR

**Key Person:**

Jason Bortz

**Category:**

Influential Companies

**Description:**

CEO





# SELECT GCR:

## Simplifying Government Contracting Process

Acquiring a government contract can be complex. It involves a series of steps and a multitude of decisions and actions. To prepare, businesses need to invest time up front in research, requesting proposals, evaluating bids and much more. The process is time consuming and onerous.

Select GCR, a professional government contract consulting firm identifies the best path to success for each individual business and has a proven track record for doing so. Their strategic involvement simplifies the overall process and allows business owners to focus on their daily principal business activities while succeeding in government contracting.

The CEO Views team interacted with Jason Bortz, CEO of Select GCR to gain a detailed insight into how they are helping businesses get government contracts quickly and easily.

### Story of Inception

In 2012 the government announced to migrate data from CCR to their new platform, System for Award Management (SAM). Close to one million businesses had to register and complete the application. Jason saw there was a rising need to help these businesses through the process of transition from the old platforms.



Jason Bortz, CEO

### Unwavering Journey

Soon after starting out as an administrative and processing firm for SAM registrations, socioeconomic status certifications, and GSA schedules, Jason and his team realized that clients were not attaining contracts by just being registered or certified. Recognizing there was a knowledge and marketing gap, the company changed their business model and dedicated themselves to not only helping businesses become positioned for government contracts, but also educating them in how to effectively market to the Government and win big contracts.

There have been ups and downs, but so far it has been an incredible journey for Select GCR. Over the years, they have successfully managed to help clients attain over 700 million dollars in contracts, grants, loan, and other financial assistance.

## Wide Range of Services

From clients who are considering getting involved in government contracting to those who have already attained contracts, Select GCR offers a plethora of services to help each business. They carefully analyze every client's business to determine the best route for success. From initial registrations and certifications to marketing and bidding on contracts, their firm helps businesses at every step of government contracting.

Select GCR offers a unique proprietary program that connects clients to all past and present government contracts, and to over 1.2 million government and business contacts, from any device, anywhere in the world. Additionally, the SGCRP program provides educational materials (manuals, templates, scripts, and video training) to help clients market their business. By creating a capabilities statement (government resume), providing access to the Select GCR Pro program (clients receive either daily or weekly emails with targeted contract opportunities), and through email marketing (Business to Government), the firm helps clients build long term beneficial relationships with those that are awarding and attaining government contracts.

## Simplifying Government Contracting Process

Select GCR provides clients with a government targeted marketing plan. This plan walks them through the entire process from positioning their business to working their contract properly once attained. With a strong commitment to client satisfaction, the firm combines both education and consultation services. The ultimate goal is to win government contracts.

"Everything we do is broken down to a third-grade level to simplify this very complex subject," Jason elaborates. "Understanding that learning is easiest when involving multiple senses to retain information, SGCR provides a detailed and precise marketing plan, manuals to read, videos to watch, email and letter templates, scripts for phone conversations and much more. Our Government Procurement Advisors are available the entire time with multiple one-on-one training sessions and consulting hours. We strive to make the process more robust each day to provide an over-all better experience for our clients."

## Staying Ahead of the Curve

Select GCR always stays one step ahead of competition by continuously analyzing the industry and listening to feedback from clients that are in the day-to-day trenches. Their marketing concepts are second to none, and proven effective. They educate and inform clients on what steps to take, where to go, what to look for, and how to build relationships to attain Government work, all while providing consultation hours with their GPA team to provide that all important personal help.

Illustrating further Jason shares, "Our current phase of growth is focused on developing our educational department, creating in-depth training courses for the everyday person. We provide manuals, scripts, step-by-step instructions, videos, as well as personal instruction on everything from positioning a business for success to being awarded contracts. After completion of our courses, we expect the average business owner to know the ins and outs of government contracting. They will acquire the knowledge to build their own government division and succeed by increasing revenue through government opportunities."

## Proactive Approach Towards Technology

Today more and more businesses are getting registered with the government to access a host of benefits to create additional revenue streams. Select GCR utilizes their proprietary program to determine what SAM registrants are not attaining contracts, what contracts are available for those businesses, and what can be beneficial to both the business owner and the government contracting officer. They connect the dots of information through their in-depth CRM and help businesses go after limited competition contracts and to build long term revenue generating relationships.

Additionally, the firm utilizes technology through their CRM to nurture clients and potential clients with the proper information they're interested in, and/or must receive as part of their ongoing training and education.

**" Dream big.  
If you want to succeed  
you must have big goals."**

**“They streamline searching, finding, and submitting winning bids, to ultimately serve the purpose of assisting businesses through every step of government contracting.”**

### **Fostering a Comfortable Workplace Culture**

The office of Select GCR is state of the art, stylish, and most importantly comfortable. “We have tried to create an environment that would make our team members feel like this is their home away from home,” says Jason. “Our Monday meetings allow us to communicate as a whole and give each department an understanding of what’s going on throughout our firm. The ongoing training programs and knowledge base that are provided allow our team to stay up to date and current on all industry news and company policies and procedures.”

### **Addressing the Pain Points**

The Government does not provide easy to understand guidelines on how to register, certify, or attain contracts. The process is complex. Businesses do not know where to go, what to look for, or even what to do with it when they find it.

Select GCR addresses these needs and provides services to solve the problems related to government funding.

### **Future Vision**

Looking ahead, Select GCR wishes to continue to add depth and master the services they are providing. The firm prioritizes simplifying the process of building relationships with Primes and Contracting Officers. They streamline searching, finding, and submitting winning bids, to ultimately serve the purpose of assisting businesses through every step of government contracting.

Advising the young entrepreneurs, Jason shares, “Dream big. If you want to succeed you must have big goals. There will be hurdles but remember there is always a solution to the problem. Communicate. Communication is the key to everything. Keep going, failure is not an option!”

