

Small Engineering Support Company Triples Revenue with Help from Shipley

Challenge

The U.S. Air Force had a requirement to outsource significant engineering and IT support workload as part of an initiative to gain efficiencies and save money. A small engineering support company had just engaged Shipley to help penetrate the Government market with its capabilities and resources. This client had no previous experience marketing or selling to Government customers – and had no past performance with relevant Government contracts.

Solution

Shipley helped facilitate meetings between the Government and the client to explore a possible match of requirements to capability. A relationship quickly evolved and the client, with help from Shipley, submitted several unsolicited proposals, winning multiple contracts. Shipley helped throughout the contract award process, into the program execution phase.

Results

The client tripled its total revenue over a twelve month period, based on the expansion into the Government market, with the help of Shipley. They are now positioned to pursue similar contracts at other customer locations, continuing their growth strategy. Several add-on contracts have been awarded, creating additional revenue streams.



653 North Main Street
Farmington, UT 84025