

### Information Technology (IT)/ Electronic Technology

ACS  
Advanced Micro Devices Inc.  
Cisco Systems  
Computer Sciences Corp.  
Eastman Kodak  
Evans and Sutherland  
Hewlett-Packard  
Honeywell  
IBM  
Level 3  
IKON Office Solutions  
Intel Corp.  
Motorola  
Schlumberger Technologies  
Siemens Corp.  
Unisys  
Xerox  
Verisign

### Aerospace/Defense/Aviation

3M Federal Systems  
Aerojet  
Alliant TechSystems, Inc.  
Amerada Hess Corp.  
ATK  
Ball Aerospace  
Bell Helicopter Textron, Inc.  
Boeing  
DynCorp  
EG&G  
E-Systems  
General Dynamics  
Goodrich  
Harris Corp.  
Honeywell  
Hughes  
ITT Corp.  
L3 Communications  
Lockheed Martin  
Motorola  
Northrop Grumman  
Orbital Sciences Corp.  
Raytheon  
Rockwell Collins  
SAIC  
Titan  
United Technologies  
United Defense

### Professional Services/Research

Aetna Life & Casualty Co.  
BancOne Corp.  
Bank South Corp.  
Battelle Institute  
Bearing Point  
Deloitte Consulting  
EDS  
Federal Reserve Bank  
Fidelity Investments Co.  
IBM Global Services  
KPMG  
PricewaterhouseCoopers  
Resolution Trust Corp.  
Unisys  
Wyle Labs

### Telecommunications

ALLTEL Corp.  
AT&T  
Bell South  
Cincinnati Bell  
Lucent Technologies  
MCI/Worldcom  
Pacific Bell  
Qwest Communication  
SBC  
Sprint  
Verizon

### Bio-Tech/Pharma/Healthcare

Abbott Laboratories  
Amgen, Inc.  
Baxter Healthcare Corp.  
Becton Dickinson  
Blue Cross Blue Shield  
Bristol-Myers Squibb  
Genentech  
Glaxo, Inc.  
Johnson & Johnson  
Pfizer Inc.

### Government

Bureau of Reclamation  
Department of Energy  
VA  
EPA  
Johns Hopkins University  
Lawrence Livermore Labs  
NASA  
Sandia National Laboratories  
State of California  
State of Oklahoma  
State of Utah  
U.S. Air Force  
U.S. Army  
U.S. Coast Guard  
U.S. Marine Corps  
U.S. Navy  
U.S. Forest Service

### Construction Mgmt./Architectural Engineering

Bechtel Corp.  
CH2M HILL, Inc.  
Colt Engineering  
Fluor  
Kaiser Aluminum  
KBR  
Kiewit Construction Group

### Other

American Cyanamid Co.  
American Eurocopter Corp.  
American Honda Motor Co.  
Arizona Public Service Co.  
BP Amoco Corp.  
Chevron  
Earth Tech  
Exxon Mobil  
HNTB  
Mazda Motor Company  
PacifiCorp  
RR Donnelley  
Shell Services Co.  
Texaco Inc.  
Union Carbide  
Volkswagen of America, Inc.

*"Thank you for your consistent level of commitment, quality of service, and availability throughout the proposal process. Your contributions have been recognized throughout our Group as a great source of strength."*

**- Director of Business Operations**

Shibley clients value our blended services model that provides industry-best consultants, trainers, and business development tools. Since 1972, Shibley has supported large and small companies in securing billions of dollars of Government and commercial contracts.

### Consulting

#### **Providing proven personnel and best practices to help clients succeed.**

- Winning strategic, competitive bids to Government or business customers
- Establishing long-term customer relationships through market positioning or capture planning
- Evaluating the necessary infrastructure and processes necessary to compete on complex bids
- Augmenting proposal teams to provide “just in time” resources needed to produce a competitive proposal
- Managing a complete turnkey proposal effort
- Supporting program management and execution

### Training

#### **Offering a blend of learning solutions that help clients build internal capability and competence.**

- Writing Federal Proposals
- Managing Federal Proposals
- Capturing Federal Business
- Winning with Past Performance
- Winning through Task Orders
- Managing Winning Reviews
- Winning in the Cost Volume
- Foundations of Proposal Development (online)
- Understanding the Business Development Lifecycle
- Winning Sales Proposals (Business to Business)
- Winning Executive Summaries
- Price to Win
- Winning Sales Communication
- Positioning to Win (Sales Training)
- Custom course development – classroom and online
- Shibley University

### Tools and Products

#### **Publishing a number of award-winning books, tools, and templates that help clients win business.**

- Shibley Proposal Guide
- Capture Planning Template
- Proposal Management Plan Template
- Proposal Development Worksheet
- 7-Phase Business Development Lifecycle – chart and description
- Executive Summary Planner
- Bidder Comparison Matrix
- Color Team Review Tools
- Compliance Matrix Template

Learn how Shibley can help you improve your business development effectiveness and success through a proven model of applying best practices. Call us or visit us at [www.shibleywins.com](http://www.shibleywins.com).