

Elevate your success in government procurement

- ↗ Increase revenues
- ↗ Enhance credibility
- ↗ Produce new intellectual property
- ↗ Finance product research and development



US government agencies represent many of the world's largest purchasers. Summit Contract Management can help your company secure GSA contracts, SBIR/STTR contracts and grants, subcontracting projects, and other procurement opportunities, while avoiding unexpected pitfalls along the way. Selling to the government is a path to financial rewards. Find out how Summit Contract Management can help you reach success at each step.



Innovate

Your company has unique ideas and innovations. As your capabilities meet the market place, your first steps can make or break your success. You can avoid losing rights to intellectual property by managing subcontractor, contractor, and grantor agreements. You can respond to future grant and contract solicitations faster, and prove ownership of your ideas more easily by implementing government accounting practices early. Summit Contract Management can help you protect and promote your innovations by attending to the right details, right away.

Find Solicitations

Every government agency solicits products and services from U.S. businesses and researchers, every year. Finding solicitations for contract bids and grant proposals can be easy, once you know where to look. You'll also need to register through appropriate services to show that your company is eligible to respond. If you are new to government grants and contracts, Summit Contract Management can make it easy to find solicitations, demonstrate eligibility, and pursue opportunities where your organization can best compete.

"Summit Contract Management was responsible for negotiating Phase I and Phase II STTR government contracts on our behalf. Sandra DiCosola has a deep understanding of Government FAR clauses and was very effective in negotiating a subcontract with the University of Arizona and a number of other major semiconductor laser companies. The sensitive nature of commercial data being shared between said companies and NLCSTR required difficult and complex negotiations. Sandra shows a strong loyalty to her clients, is thoroughly professional and extremely conscientious."

Jerome V Moloney Ph.D, President
Nonlinear Control Strategies Inc.

"Summit has been very useful in two areas for Piezo Energy Technologies. We are starting to get inquiries from foreign companies, and they have researched well for us the foreign trade restrictions and requirements. In addition Summit has investigated details of some of our grantor organizations. Because of that we have been able to better and more cheaply structure our cash flow."

Leon Radziemski Ph.D, President
Piezo Energy Technologies



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"I have known and worked with Sandy for over eight years. She has assisted ADA Technologies, Inc. with federal contract management, intellectual property and (to a lesser extent) human resources. Sandy is able to provide the right level of attention to detail while still getting things done efficiently. She is totally dedicated to the company and can be counted on to deliver when the pressure is on. She's a wonderful resource to have on your team.

Clifton H. Brown Jr., President and CEO
ADA Technologies, Inc.



Proposal

A good proposal will do more than secure your contract or grant. Preparing the right information up front will prevent you from covering unexpected project costs, or having to return money at the project's end. Summit Contract Management can help you establish your company's direct and indirect rates, avoid unallowable costs, and articulate technical and business requirements. You'll know what resources to tout at the project's outset, and ensure that the deliverables committed don't exceed your intentions.



Pre-Award

Before your grant or contract is awarded, your company will confirm that it can perform the work required and demonstrate your systems for tracking project finances and property. This is also an opportunity to propose contract changes. Summit Contract Management has experience negotiating all types of procurements and grants, including pricing, terms and conditions. We can help demonstrate your ability to perform, and secure a better outcome for your business.



Award

Once your company is selected for an award, it's time for careful review. Government contracts often contain wording or pricing errors, omit important clauses, or fail to reference other documents that protect your rights. Summit Contract Management can clarify important terms and conditions, summarize essential contract areas, and prepare subcontracts and consulting agreements that flow down essential clauses. When it's time to sign an agreement, we'll help make sure the contract meets your expectations.



Perform and Deliver

When you put your wheels in motion, we can help keep you on track. Your business will need systems for managing project property, monitoring cash flow, and tracking indirect rates. Setting up the records you must maintain, and complying with other regulations can be time consuming, particularly the first time around. Summit Contract Management can simplify the process, and help your company receive payment when - and as frequently - as it should.



Closeout

When the project is over, some final attention to detail will ensure that your company meets its obligations. You'll provide your final report or deliverables, return project property, and submit forms summarizing your results. There are additional steps for protecting your intellectual property and releasing your company from unforeseen project costs. Summit Contract Management can make the process easier, and let you focus on getting your next award.



Contact us

Summit Contract Management provides step-by-step guidance in government procurement from the management of new intellectual property to contract close-out. Owner Sandy DiCosola has helped large and small businesses succeed at each stage of the procurement lifecycle for 25 years. For the past ten years, the company has specialized in the SBIR and STTR programs.

We look forward to learning about your business goals. Contact us today to discuss how we can make your trek into procurement a success.



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