(703) 829-9098
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www.bdsucceed.com
Washington, D.C. Metro

Business Development, Capture and Growth Advisory

SBA Certified WOSB | Growth and Capture Advisory | Select Federal Mission Support

COMPANY OVERVIEW

BD Succeed LLC is a Virginia-based, SBA-certified Women-Owned Small Business providing human-led business development, capture management, pursuit, proposal and growth advisory services to GovCon, AEC, professional services and commercial growth teams. We help leadership build healthier pipelines, qualify opportunities, sharpen account strategy, strengthen partner relationships and improve pursuit execution. When an opportunity aligns with our management-consulting capabilities, we also support federal agencies and mission partners through procurement and market research, acquisition support, workflow improvement, training and data-driven decision support. Client work is contracted through BD Succeed LLC.

CORE CAPABILITIES

- Fractional business development and capture management leadership
- Pipeline assessment, opportunity qualification, target-account strategy and partner development
- Capture management, pursuit planning, competitive positioning and pre-RFP engagement
- Proposal management and pursuit support, including compliance, reviews, solution alignment and orals coaching
- Federal acquisition support, procurement and vendor intelligence, RFI and sources-sought analysis
- AI enablement, workflow automation, dashboards, CRM and program-operations integration
- Market research, early-signal intelligence and data-driven executive decision support
- Training, change management, playbooks and stakeholder facilitation

REPRESENTATIVE EXPERIENCE

Compliance-as-Code GovCon Firm. Embedded across business development, capture, marketing and proposal development; helped build a multi-million-dollar pipeline, close nearly $2 million in new direct business and strengthen positioning that supported a successful acquisition.

Data Management and IT Modernization Firm. Led pipeline development, capture strategy, proposal management and growth operations that produced more than $1 million in new contract value.

Commercial Services Firm. Delivered fractional BD leadership, refined the ideal customer profile, qualified opportunities and installed a repeatable pursuit rhythm that sharpened sales strategy and accelerated revenue growth.

AI Opportunity Intelligence Program. Advised and facilitated an early-adopter program for federal opportunity discovery, contractor-fit scoring, qualification and pursue / monitor / pass workflows.

COMPANY DATA

Legal Name: BD Succeed LLC
UEI: F5NHQQ925MA5
CAGE: 9EJ79
DUNS: 099826969
Socioeconomic: SBA Certified WOSB
Payment: Government credit and purchase cards accepted

NAICS CODES

- 541611 - Administrative Management and General Management Consulting Services (Primary)
- 541618 - Other Management Consulting Services
- 541690 - Other Scientific and Technical Consulting Services
- 541990 - All Other Professional, Scientific and Technical Services

WHY BD SUCCEED

- Senior practitioner-led delivery spanning federal acquisition, business development, capture, proposals, IT and AI
- Services tailored to federal mission needs or contractor growth priorities
- Human judgment, clear accountability and technology used in service of better decisions
- Flexible support through focused sprints, embedded leadership and separately scoped proposal or mission support
- SBA-certified WOSB with an accountable, responsive delivery model

ENGAGEMENT MODELS

Pipeline & Growth Reset. A focused two-week engagement to clean the pipeline, rank accounts and establish a practical 30-day action plan.

Early-Signal Intelligence Sprint. A 30-day research and advisory sprint focused on one agency, market, capability or strategic question.

Fractional Growth & Capture Leadership. Embedded senior BD and capture leadership with recurring pipeline reviews, pursuit guidance and accountability.

TECHNOLOGY RELATIONSHIP

BD Signal™ is offered by PursuitTeam.ai Inc., a separate company. Where agreed, BD Succeed may use it to support federal GovCon opportunity analysis, including pursue / monitor / pass recommendations.

CONTACT

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