

LSI

SOLUTION DEVELOPMENT

# LSI 2021 Courseware



# LSI Training Courseware

1. Doing Business with the United States Air Force
2. Doing Business with the United States Army
3. Doing Business with the Federal Government
4. Doing Business with the United States Navy
5. Doing Business with DLA
6. Doing Business with GSA
7. Introduction to GSA
8. GSA Marketing
9. Doing Business with DARPA
10. Opportunity Strategy
11. Pipeline Development
12. Capture Strategy
13. Capture 101
14. Capture Management
15. Advanced Capture
16. Responding to a Sources Sought Synopsis
17. Proposal Management
18. Proposal Writing
19. Creating a Proposal Outline
20. Writing Executive Summaries
21. Volume Management
22. Past Performance Management
23. Color Team Management
24. Red Team Management
25. Gold Team Management
26. RFP Compliance/Building a Compliance Matrix
27. Desktop Publishing and Production
28. Responding to Omnibus Task Orders
29. Price to Win
30. Competitive Intelligence
31. Establishing Win Rates
32. Building Source Approval Requests (SARs)
33. Legislative Strategy and Advocacy
34. ITAR Compliance
35. Foreign Military Sales Strategy
36. Teaming with Prime Contractors
37. SBIR/STTR
38. Grant Writing
39. Basic Supply Chain Management
40. FBO & DIBBS
41. iRAPT
42. Program Execution
43. Commercial Contracting
44. Construction Contracting