

PROPOSAL OPERATIONS

Philosophy

Winning organizations don't rely on heroic effort; they build repeatable systems. Bloomsbury helps companies strengthen the people, processes, and infrastructure behind business development, transforming proposal operations from a reactive scramble into a disciplined capability that scales with growth.



Experience

Orchestrating a 67-Company Pursuit Team. Led and coordinated 67 companies and more than 150 participants pursuing an \$800 million USSOCOM contract vehicle, integrating diverse capabilities and contributors into a successful prime submission.

Coordinating a Multicountry Pursuit at Scale.

Supported a prime contractor responding to country-specific State Dept task orders for an advanced visa adjudication system. Coordinated stakeholders, site assessments, and tailored technical approaches for a pursuit valued in the hundreds of millions of dollars.

HOW WE WORK

Every engagement is tailored to the client's operating environment, objectives, and stage of growth. We help build practical capabilities that enable organizations to execute with greater clarity, consistency, and confidence.

WHAT WE DO

BD Strategy

Align BD activities with organizational goals through opportunity qualification, pipeline management, pursuit planning, and growth strategy.

Capture Planning

Develop structured capture strategies, customer engagement plans, competitive positioning, and win themes that improve pursuit readiness before proposal development begins.

Proposal Development

Deliver compliant, compelling proposals through disciplined planning, writing, reviews, production, and submission management.

Proposal Ops & Governance

Establish the systems, documentation, templates, governance, and operating procedures that enable proposal teams to perform consistently as organizations grow.