

Join our

**NETWORK**

of Independent Consultants

Key Solutions, Inc. (KSI) is a team of proposal development, capture, and production experts. Together, we have been transforming the proposal industry to help our clients win more government work using proposal best practices and methodologies, including our KSI Advantage™ Capture and Proposal Process.

# COMPANY OVERVIEW & LEADERSHIP

## What We Do

KSI is a full-service consulting firm that works across the federal, state, and local opportunity lifecycles, to help companies win contracts.



Market  
Assessment



Business  
Development



Capture  
Support



Proposal  
Development



Orals  
Coaching



Production,  
DTP, & Graphics

## KSI Value

We help organizations meet their growth objectives by developing compliant and compelling proposals, using scalable processes to strengthen their capture and/or proposal operations. We also provide actionable information to help organizations bid intelligently, grow their businesses, and target additional untapped or underserved markets.



### Greg McCarthy, CEO

Greg has been the CEO of KSI for over six years and with the company for nearly twenty years. As CEO, he is focused on the best outcomes for our clients. Greg is committed to improving our clients' chances of winning every day and on every engagement.



### Buthe Kelley, CFO

Buthe has over ten years of experience in the Department of Defense/Intelligence Community, with a concentration in finance and accounting. Buthe and her team are responsible for managing day-to-day financial transactions, contracts and risk mitigation, supplier management and financial reporting.



### Ashley Kayes, Director

As Director of the Quality and Performance Center of Excellence, Ashley leads KSI's initiative and commitment to delivering the highest quality proposal content and resources, such as the KSI Advantage™ Capture and Proposal Guide, as well as exceptional capture and proposal services.



### Emilie Waickwicz Slager, Director

As Director of Professional Services, Emilie oversees KSI's consulting offering for the public sector market. She is customer-focused and ensures our services and approach meet the needs of the companies we support.

# WORKING WITH KSI

## Ease of Doing Business

- Clear communication and processes to give you the information you need to execute well
- We provide a detailed scope of work to ensure understanding of expectations for each client assignment
- KSI accommodates a range of rates and often pays more than our competitors

## Internal Account Teams

- KSI ensures you have a variety of interesting client projects to support through a dedicated team that is focused on finding work for our network of independent consultants

## Markets

- Federal
- State, Local, and Education (SLED)
- Commercial

## Your Payments Will Always Be On-Time

- Consultants are paid on the 15<sup>th</sup> and last day of the month, even if KSI has not received payment from the client
- Net 30 payment terms

# RELEVANT BACKGROUNDS AND SKILLSETS

## Specific Roles and Skillsets

We value capture and proposal professionals that are team-oriented, flexible, and customer-focused. We are looking for consultants with the following skillsets:

- Proposal Management
- Proposal Writing and Editing
- Compliance Management
- Desktop Publishing
- Graphics Design
- Capture Management
- Win Strategy Development
- Color Team Reviewer
- Orals Coaching
- Training

## Most Common Agencies We Support



## It's a PLUS if you have...

- Healthcare experience
- A&E experience
- FED SIM experience

# LET'S CONNECT

## **Visit Our Website to Apply**

[KSIAdvantage.com](http://KSIAdvantage.com)

Visit KSI's website to learn more about our services, open positions, and how you can join KSI's network of consultants.



**Key Solutions, inc.**

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