



Consultant Support Tab

WACommerce Bid-Matching Service

You can match your company's products or services with daily contracts/bid notices that show you what federal, state and the local governments are buying or planning to buy. Our bid-matching service saves you time and money by searching numerous databases for you then made available through one central location! WACommerce provides you with one of the largest resources for contract opportunities in the region. – [Register Today!](#)

Every city, county, and state lists economic development and job creation among its guiding themes, and WACommerce dovetails perfectly with those goals.

Each business day offers thousands of prospects and potential business opportunities. Without a tool like WACommerce, businesses are actively eliminating themselves from consideration for the billions of dollars in contracts that the federal government, local and private sectors award each year.

"As Members of WACommerce you receive reduced rates on products and services"

Government Marketing & Sales Training

Learn How to effectively market your products or services to win government contracts Advance Government Sales Training

The "[OneStep](#)" Government Sales & Marketing Training Program will cover the most affective techniques and topics on how to correctly and successfully sell to all levels of government. You will learn from the basics, to the most advanced sales & marketing techniques used today in government marketing. Plus, the training has special emphasis on local level government.

Assistance with Registrations and Certifications

We can help you through the complex maze of registrations that are required to do business with the government. We can also assist you in the certification process applicable to your business. We also have [Self-Paced Programs or "Do-It-Yourself" Kits Available saving you time & money...](#)

Establishing your business with the Federal Government



Working with the Federal government is different than State agencies. We help businesses with a Formal Business Assessment (FREE), Government Marketing & Sales Training, Capabilities Statements, Past Performance Verification and Small Works Rosters.

First Contract Program

This is a comprehensive program designed to help companies win a Federal Government contract within the first 6-12 months of the program with the support of “[Gov Fast Track Software](#)”. The software helps reduce the average time for qualifying and winning contracts from 36 months to 12 months and some cases as little as 6 months. For qualified businesses we walk you step by step through the entire process.

* ***Up to fifteen (15) companies*** will be selected for the next program cycle. By keeping the program small, we cultivate an interactive environment that fosters growth and success. You’ll have the benefit of live instructions from the business coach and also group interactions from each other. For Program details and costs associated with this service visit our consultant services @ www.WACommerce.NET

Preferred Vendor Program

Successful companies in this program will be Vetted / Reviewed to ensure all information submitted is accurate... Once accepted in the [Preferred Vendor Program](#) (PVP), your Program Manager will actively seek out Award Winning Companies and discover if they are in need of subcontract support in your industry and would consider your business to support the current/future contract, your Program Manager will then provide the organization with your company's "Capability Statement" or any other information requested if approved by you the business owner in an effort to secure subcontract opportunities. This

(NOTE: WACommerce started this program as an initiative of the association to help businesses succeed in the government market and help "Keep Local Dollars Local". This program is not sanctioned by the SBA or by any government agencies.)

Training – Seminars / Webinars

We offer a variety of [webinars](#) and monthly workshops on various government contracting subjects. Sessions include: Introduction to Government Contracting, Marketing your Business to the Government, Past Performance Assessment, Teaming & Partnering, System for Award Management, Capability Statements, Selling to the Government: Advanced Successful Strategies, GSA a Business Perspective, Responding to Solicitations, Doing Business with the State of Washington, and many more...

“Government Fast Track Software”



This training program is designed to help you develop your business as a Government Vendor/Contractor through a step by step process using the [Gov Fast Track Software](#) and/or advance techniques to assist established businesses in winning government contracts.

GSA Schedules Workshops & Training

In 2013 more than \$45 Billion in goods and services were purchased from GSA multiple awards schedule contractors (this includes \$11 Billion from VA multiple award schedule contractors). Our team can provide more information about the [GSA schedule program](#). If it is a good option for your company, we can assist you with the process to become a GSA contractor.

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One-on-One Counseling

Our team will work with you to identify appropriate federal, state and local agencies and opportunities, and assist you in developing a government marketing strategy. We will guide you through the complex process of government registrations and assist you in becoming a qualified government contractor. For Details visit www.WACommerce.NET see Coaching Program.

Proposal Management & Preparation

We'll help you get started with your proposal, we'll review it as it evolves, and we'll recommend ways to make it stronger and more accurate once it's drafted.

Post-Award Assistance



Our team can provide advice and assistance with respect to post-award functions. Understanding contract requirements such as service/product delivery requirements, quality, packaging, invoicing, and reporting are key components to becoming a successful government contractor.

Subcontracting Assistance

We can help identify possible subcontracting opportunities with major prime contractors. Many prime contractors are required to look for small business suppliers to meet their contract requirements; we can help you make that connection. Many opportunities for small businesses start in a teaming or partnering situation to build credibility and experience; we can help with this process.

Product and Procurement Histories

We can provide you with a technical description and important procurement information about the history of a particular product that has been assigned a national stock number (NSN).

Assistance with Federal Regulations and Military Specifications

We can provide you with copies of local, state, and federal government regulations, including military specifications (MIL-SPECS) and Federal Acquisition Regulations (FAR).

Certified Mediation Service

Mediation is a voluntary, collaborative process in which one or more impartial mediators facilitate the communication between disputing parties in order to resolve the conflict.

Unlike arbitration or litigation, where one side “wins” and the other side “loses,” the goal of mediation is to help the disputing parties come to an agreement that satisfies everyone.

WACommerce offers several mediation and facilitation services to address all types of conflict offering innovative, cost-effective methods to settle disputes throughout the Pacific Northwest.

Lean Six Sigma Green & Black Belt Services - Process Improvement & Strategy Management



Lean Six Sigma was originally devised to eliminate waste and improve manufacturing quality to no more than 3.4 defects per million opportunities. But now the method made popular at companies like General Electric Co., Xerox Corp., and Johnson & Johnson—is increasingly finding a home in the services industry. We have seen banks use Lean Six Sigma to support their growth strategy; financial services companies to put mergers back on track; energy companies to lower costs; telecommunications companies to improve customer service; and retailers to increase efficiency while boosting customer service in the store.

For more coaching and consultant services "[Click Here](#)"

*****WACommerce is currently seeking a local source for Accounting Services well versed in The Federal Acquisition Regulation (FAR) with a successful track record working with small & medium businesses.***