



STRATEGY • TECHNOLOGY • INVESTMENT



Business Development Support Services

Florida
Washington DC
United Kingdom

Critical Readiness Support for Healthcare, Government, Technology and Corporations



Who Gardant is?

Gardant Global headquartered in Florida with offices the Washington DC area, Virginia and the United Kingdom is a firm focused on the development of strategy for firms, both large and small that desire to make a statement in government contracting. We are not a lobbying firm; we assist in the strategic development of your offerings, your personnel and your opportunity capture. We represent leading industrial, financial and technology firms exclusively, drive their top line faster than many think possible and in some cases invest in them.

Our product and investment portfolio is designed to accomplish two things... benefit the government by bringing new, unique and patented technologies to the “closed” market and maximize the return on investment for our clients. We want you to be ready!

The Gardant C3R Methodology creates Readiness for Customers, Citizens and Corporations

Solutions Represented

- Healthcare
- Energy
- Information Security
- Physical Security
- Contact Centers
- Telephony
- Mobility Solutions
- Application Support Services
- Management Consulting
- First Responder
- Financial Services
- Collections
- Event Planning
- Network Engineering
- Training
- Others

Sales Readiness a Full Lifecycle of Strategic Business Development

- Offering customization
- Opportunity Identification
- Qualification
- Pursuit
- Capture
- Proposal
- Award

International readiness – multinational presence

- Cross border technology delivery
- Language Translation Technology
- US to UK, US to EU, EU to Rest of World (ROW), ROW to US
- Expertise with the European Union, United Kingdom, United States, Asia and the Middle East

Management Consulting for Readiness – expertise in solutions

- Technology Innovation
- Facility Innovation
- Security Innovation
- First Responder Innovation
- International Innovation

Some of our Contracts

US Dept of Homeland Security (EAGLE)
US Department of Defense (TEAMS)
GSA VETS
US Dept of Treasury
GSA Schedule 70
US Dept of Health and Human Services
National Institutes of Health
US Transportation Command
US Navy Seaport E
State of Florida

Some of our Affiliations

AFCEA
Business Execs for Nat'l Security (BENS)
American Teleservices Assoc (ATA)
Florida Direct Marketing Association
COMPTIA
Everything Channel
CMP

Committed to the Community

Sponsorship of youth sports teams
Volunteers in Call Centers Care
Donations to multiple charities
Advocate for Green Computing
International awareness for US youth
Others



How Gardant does it

Gardant provides strategic services that offer top line revenue growth for your corporation, minimizing the bottom line impact across countries, companies and governments. Gardant has relationships and expertise in US government business development and delivery, globalization of technology, cross border sales and marketing and provides for your organization significant experience delivered on a minimal fixed fee with the a mutually defined success fee.

What has Gardant Done?

Gardant has secured teaming positions for our clients on opportunities valued at over \$40 billion in the US Department of Health and Human Services, the US Department of Justice, the US Department of Homeland Security, the Department of Defense and others.

Gardant has worked on the customization of deliverables including marketing collateral, web site content and contract negotiation redefining the offerings of leading healthcare, outsourcing, consulting, engineering and technology corporations.

How long will it take?

Give us a timeline. We will be honest with you and determine if we can assist in your expected timeframe. We will share our experience and history and explain short, medium and long-term objectives and the expectations you should have. We can start today and provide a roadmap for your organization in 30 days and results that stay with your organization for years.



Our Operations and Business Development Methodology

Gardant provides direction and focus for clients using the following three channels for Business Growth:

- Existing Clients / Agencies
- New Markets/Agencies
- Partners / Prime Contractors / Other

Additionally Gardant will work to create a three tiered pipeline consistent with the following:

- Short Term Opportunities
- Near Term Opportunities
- Long Term Strategic Opportunities

Our Objectives for you

- Revenue growth attained through new contract vehicles, partnerships and customers
- Revenue growth attained through the creation of additional services initiatives
- Revenue growth attained through the creation of additional product revenues

The Gardant Global principals have significant experience and expertise in market pursuit, sales strategy, opportunity capture and general business development. Having led strategic revenue growth for some of the largest technology, logistics and systems companies on a global basis, Gardant will assign the right person to your business need thus minimizing the learning curve while maximizing the overall effectiveness of your investment.

Our flexible and firm fixed price compensation model is predicated on success and provides our clientele the benefit of results based business strategy development. A Gardant engagement is very simple. Our agreement structure consists of standardized rates and fees that are based on the requirements, company size and success. Whether through our affiliates or directly with Gardant our services are complete, our reputations exemplary and our focus on your business transparent.

Gardant, providing readiness for your organization and revenue for your products and services.

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