

GOVERNMENT BUSINESS SOLUTIONS

Biography

After more than ten years of lobbying in Washington, D.C. on behalf of small business & government procurement, Lourdes Martin-Rosa began to see that a void in representation existed for small businesses. She had traveled several times to argue for the rights of her clients and had won her fight. She had navigated through the maze of federal proposals and contracts and knew her formula would work for other small businesses. This is when Government Business Solutions (GBS) was born.

Lourdes founded GBS with the knowledge that the federal government is the single largest procurer in the world. Small business not only had a right to a piece of this pie, but by the government's own standards, small businesses were entitled to a portion of this work. From her years of experience Lourdes learned two basic things small businesses needed to do: 1) as a small business you must have an "edge" in order to compete with larger more experienced companies and 2) you must take advantage of every tool the federal government offers small businesses, while making yourself known to the right people within the government...perseverance is everything.

Small business owners began to approach Lourdes for her advice and consultation on what they could do to gain the "edge". Her answer was clear, certify your small business. The Small Business Administration offers one of the most aggressive certification programs available; the 8(a) Business Development Program. Having this certification was the first step in eligibility for the over \$200 Billion annual dollars that go to small business from the federal government contracts. GBS began to offer consulting services that included certification services for Woman-owned, Veteran-owned, Hub-Zone small businesses, GSA Schedules Preparation, federal government marketing services, Government Agency Solutions and other consulting services geared specifically to small businesses.

As GBS grew Lourdes saw the need to offer services in a more affordable manner, with more flexibility to the client. She soon developed the "Gain a Competitive Edge in Government Contracting" workshops with easy to understand step-by-step instructions on how to prepare the certifications, and what to do after obtaining certification; such as, effective marketing techniques that help you win government contracts. GBS soon teamed up with WBENC (Women's Business Enterprise National Council), the U.S. Women's Chamber of Commerce, the Minority Business Development Council, Latin Builder's Association, Builder's Association of South Florida, to offer

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these lucrative workshops at a discount to several of their current members, drawing new members with this new added incentive.

Lourdes soon joined Women Impacting Public Policy (WIPP) lobbying for women business owners' right to their piece of the 5% federal procurement pie. This goal has never been achieved and the government is struggling to award even 3%. She voiced her experience as a woman-owned small business owner and the barriers encountered by fellow women entrepreneurs she's assisted through the procurement maze. When the U.S. Women's Chamber of Commerce called upon Congress and the Small Business Administration to implement the Women's Procurement Program, Lourdes was there lobbying congressional leaders on the importance of this program for women business owners.

Government Agencies began to ask for Lourdes' expert opinion on creating effective Small Business Enterprise programs. She expressed that these viable tools are a necessity to winning government contracts for a small business. GBS provided educational workshops to the local small business community expressing the importance of certification, marketing and building effective public-private contracting relationships.

Many firms have experienced increased revenues resulting in success stories that include: an 8(a) certified printing business that acquired a five-year government contract only six months after certification; an 8(a) certified travel agency that received their first government contract totaling \$950,000; and additional contracts totaling over \$4 million in annual federal government sales. Also a woman owned 8(a) Civil Engineering firm that has increased revenues and has now opened a government department within her firm. A woman-owned Medical supply company obtaining a \$2.3 million contract with the Peace Corp during the National Small Business Contracting Week, her first visit to Washington D.C.

Lourdes Martin-Rosa has offered government-marketing services since 1995 utilizing the government's tools and resources maximizing her clients' bottom line. She's created lasting profitable relationships for small businesses ranging from industries in Human Resources, Information Technology to Construction and Security Guard Services, to name a few.

The satisfaction of sharing in the success of her clients has made Government Business Solutions the most positive endeavor Lourdes has ever partaken in... but keep a look out, there is plenty more to come from this ambitious and growing company.

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Here is a recent quote from the SBA:

"I take this opportunity to thank you for assisting our 8(a) firms with the 8(a) application process. Several of these firms have actually been approved for 8(a) status here in the South Florida District Office portfolio. In addition, you have always been very supportive of the SBA South Florida District Office and our outreach activities, including small business seminars and matchmaking events. We thank you for your support, and I wish you continued success in your endeavors."

*Ilene P. Rubio
Assistant District Director
8(a) Business Development Division
U. S. Small Business Administration (SBA)
February 2, 2009*

Today's economy calls for smart marketing techniques for small businesses. After all, the federal government will not go out of business and you can guarantee an increase in spending each year.

