

## SITUATION

Different divisions across the enterprise wanted to better integrate their business development to result in an improved internal matrix of capabilities while at the same time improving all the skill levels of their project managers.

## DELIVERABLES

A three-month training program with sections on business development principles inculcated with the ManTech approach and internal business development lifecycle. The sessions were built upon existing ManTech methodologies and brought together different divisions.

## RESULTS

Employees won significant bids with improved BD strategies and tactics, they were motivated and educated with the tools necessary to win larger projects.

# ManTech

International Corporation®

*“Hilary is one of the best in the industry when it comes to providing team training that is focused on building and leveraging customer relationships. Her session with us was not only insightful and practical, but motivating. She provided us strategies and tools we can use to further leverage our incumbent advantage and apply a laser-like focus on our customers. My management team is now ready to take our customer relationships to new levels! Everything she said was on the mark...her presentation was not the typical “canned pitch,” but a specially-developed interactive session tailored for our management team and our customers. Hilary comes with my highest recommendation.”*

**Tom Mitchell**

*President and Chief Operating Officer  
ManTech Security & Mission Assurance Corporation*

*“Your program looks at business from a completely different perspective and it is refreshing. I remember the first time when we spoke during the interview that you mentioned that BD is a science and not an art. At that moment in time, I thought to myself, ‘What is she talking about...’ Applying the concepts discussed during the three-day session and now applying them to my every day life, I stand corrected. It’s the little things that go a long way with building business relationships and I wanted to thank you for the guidance.”*

**Ryan Kauzlick**

*Project Manager  
Office of Intelligence and Analysis, Department of Homeland Security  
ManTech Missions Cyber & Technology Solutions*

*“The impact of this class was so profound; I encourage you to provide this session to every ManTech employee. Doing so would result in a more cohesive company with a corporate culture that is focused on growth and excellent customer satisfaction. Numerous reasons, including:*

- Trainer’s style was more engaging and energetic*
- Content was focused, tailored, and memorable (ask any attendee how to apply the 5 Cs)*
- Presentation was stimulating and thought-provoking—particularly regarding ManTech growth*
- Participation and collaboration was evident due to trainer’s ability to create a team of formerly unconnected individuals*

- Facilitation of case studies ensured each of us left with concrete action items regarding how to grow our opportunities*
- Knowledge gained is applicable to all aspects of human interaction—not just BD*

*I will never forget the “5 Cs” and the power they hold, which have, and will continue, to help me grow my opportunity and my career. Yours was the best class I have ever had the privilege to attend. I hope other ManTech employees will be able to benefit from your vast experience and knowledge in the future.”*

**Kyle Hendrickson, PMP, CISSP**  
*Project Manager  
ManTech International Corporation*