



Capitol Tier Consulting LLC

Bid to Build

Website - www.capitoltierconsulting.com

Business Strategy, Development and Certification Support

Core Strategy and BD Services

- Federal market entry and growth strategy
- MATOC and IDIQ pursuit planning and pipeline shaping
- Bid/no-bid frameworks and capacity alignment
- Proposal development support - outlines, themes, compliance matrices
- Pricing strategy tied to real delivery risk
- Partnering and teaming strategies
- Certification support - DSBS posture, SAM marketing, SBA pathways
- Capability statement creation and portal optimization

Differentiators

- On-demand senior pursuit team when you need it
- Predictable fixed-fee support per serious pursuit
- Strategy grounded in real P&L, field execution, and government expectations
- Certification-to-win alignment rather than checkbox consulting

Experience Summary

Capitol Tier Consulting LLC's business strategy and development support is led by owners who have built, grown, and stabilized federal construction businesses. Paul Leue has secured and executed major federal programs, guided revenue growth, and advised firms on procurement strategy and contract positioning across IDIQ and MATOC markets. Tim Crough adds decades of capture and compliant delivery experience on NAVFAC and USACE task orders, bringing a win-to-execute lens to pursuit planning. Nathan Bartlett supports BD shaping through bid scheduling, proposal realism, and early project-controls framing that strengthens compliance and profitability from capture through award.