



Gana-A'Yoo, Limited

The ANCSA Village Corporation for Galena, Koyukuk, Nulato and Kaltag, Alaska

REQUEST FOR PROPOSALS

Gana-A'Yoo, Limited Business Development Services

Key RFP Dates

The following outlines the planned schedule of activities related to the RFP distribution, response submission, evaluation, and selection process. Gana-A'Yoo, Limited reserves the right to amend the schedule as necessary.

RFP Issued via email and webpage	January 31, 2019
Responses to written questions	February 1 – February 8, 2019
Submit Proposals	February 12, 2019
Evaluation	February 13 – 18, 2019
Selection	February 19, 2019



Introduction

Gana-A'Yoo, Limited, an Alaska Native Village Corporation, invites qualified Business Development (BD) professionals to submit proposals for a contractual relationship to assist the organization's leadership team in augmenting Business Development activities.

Business Development is currently performed through leadership and direct marketing performed by the Vice President of Business Development with participation from each subsidiary's General Manager.

Current subsidiary companies include:

- Gana-A'Yoo Services Corporation
- Kaiyuh Information Technologies, LLC
- Kaiyuh Services, LLC
- Khotol Services Corporation
- Six Mile, LLC
- Yukon Management, LLC

The successful proposer will report to the VP of Business Development and collaborate with Senior Management and General Managers to fully understand the goals and requirements of the organization and each subsidiary company.

Scope of Services

Gana-A'Yoo seeks to grow business development capabilities through consultant services including, but not limited to:

- Data Mining – Timely review of purchased and public venues to analyze and forecast current and planned opportunities in the federal marketplace.
- Long-term Business Development – Establishment of BD pipelines centered on selected work types, i.e., construction, logistics, IT procurement, etc.
- Proposer will highlight areas of interest for the team to better understand specific client requirements, develop local relationships, and ultimately secure awards. The successful proposer will need to work with the team to understand the organization's past performance metrics, current operations, and capacity for growth in various business lines.
- Proposal Response and Writing – Documented expertise in technical proposal writing. Strong attention to detailed is required to ensure accuracy in document preparation.
- Identification and Development of Business Hubs – Research and identify strategic locations to build relationships and target areas for future business presence. May include relocating to identified location to establish key relationships to grow business.
- Travel may be required.

Response to RFP

A. Experience

1. Describe your experience specific to business development activities in the federal marketplace.
2. Provide examples of past successes in securing 8(a) and/or HubZone direct or competitive awards.
3. Include resume/CV with proposal.

B. References

Provide three (3) references from employers or clients for similar services as those outlined in this request.

C. Cost/Pricing

Provide a comprehensive description of how you or your company will price the scope of work. Include all fees, costs, and expenses and thorough detail to assist in evaluating your proposal.

Submission Requirements

Submit your proposal electronically to Reinhard Mueller at rmueller@ganaayoo.com by 5pm Alaska standard time **Tuesday, February 12, 2019**. Questions may be addressed to Reinhard Mueller.

Evaluation

Gana-A'Yoo will review each proposal for completeness and overall assessment of the ability of proposer to meet the requirements listed in the scope of work. Knowledge and experience in the federal marketplace, working with the small business administration; 8(a) and HUBZone entities, and disadvantaged business enterprises, sound references, and cost-pricing are key evaluation criteria.