



MEDIA RELEASE

Federal contracts are hard, Bidspeed is easy

Bidspeed and LSI Business Development, Inc. Win SBA Grant to Support Small Businesses

Costa Mesa, CA – November 14, 2011 – The U.S. Small Business Administration (SBA) recently announced Bidspeed and LSI Business Development, Inc. together are grant awardees for the SBA's Small Business Teaming Pilot Program. The SBA awarded 11 grants in the effort to help small businesses nationwide compete for large government contracts (an arena typically dominated by large corporations and businesses) through the creation of teaming agreements.

To provide resources to help small businesses continue economic recovery, President Obama signed into law on September 27, 2010 the Small Business Jobs Act, the most important piece of legislation in over a decade to benefit small businesses. This new law made it possible for the SBA to create the Small Business Teaming Pilot Program. It also extended successful SBA enhanced loan provisions while offering billions more in lending support, tax cuts and other opportunities for entrepreneurs and small business owners. By providing more support for small businesses to win federal contracts through teaming, the U.S. economy at large will see benefits as more jobs are created.

Grant winners Bidspeed and LSI Business Development provide management tools, training, counseling and mentoring to small businesses for teaming relationships and competing for larger Federal contracts. Grantees will leverage their existing resources and collaborate with SBA District offices, resource partners and other federal, state and local government small business development programs.

"Government contracts are a crucial source of revenue for small businesses," said SBA Administrator Karen Mills upon announcing the grant awardees. "The teaming pilot program will help small businesses grow and create jobs by giving them the tools they need to work together on larger contracts."

About Bidspeed

Bidspeed's Software as a Service (SaaS) is one of the only opportunity management tools specifically designed to help small businesses find, track, bid and win federal government contracts. Bidspeed helps manage the proposal process, track due dates, store related documents securely, share information with team members, facilitate collaboration on bids (create teaming opportunities) and assist in keeping connected with contracting officers. Bidspeed helps guide the small business through the entire government business development process ultimately helping them win more government contracts. Additional information is available at www.fedbidspeed.com.

About LSI

Built on a foundation of expertise, innovation and success, LSI is a world leader in consulting services. Since 1972, LSI has positioned clients to win. LSI's expertise in relationship building, customer service and critical business development capabilities, ensures customers are supported by more than just typical processes. Additional information is available at www.lsiwins.com.

Bidspeed and LSI Together

The Bidspeed System not only allows LSI to form and manage teams around specific federal opportunities, but small businesses will also be able to find other business to form their own teams and collaborate from the proposal process.

For more information contact Mike Wray, Director of Business Development, at Bidspeed (877) 663-9043 or mike.wray@fedbidspeed.com or visit the website at www.fedbidspeed.com.

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