



## AP Overview

In the 1992 comedy/drama “A League of Their Own”, actor Tom Hanks makes a comment when reflecting on the rigors of playing professional baseball. He says “The hard is what makes it great”. This comment can also be applied when thinking about growing a business through solid capture management and proposal operations. Winning deals and growing a business is indeed hard. It’s a competitive market out there and so many things need to go right in order to get a win, from early capture planning and customer relationship building all the way through proposal operations and pricing. But its also great! Aside from the obvious point of winning deals being great, working to grow a business provides an opportunity to continuously improve sales culture, learn to quickly adapt to changing market trends and technologies, and provide for personnel growth.

Advantage Proposals, LLC was formed in 2014 with this thinking in mind. We are Capture Management and Bid & Proposal consultancy that specializes in supporting business growth efforts for small and mid-size businesses who sell into federal civilian, DoD, and State public sector markets.

Focused on Federal  
Civilian, DoD and  
State Government  
Markets

We are not a staffing firm, but a closely networked collection of independent consultants who work very hard to help our customers accomplish their goals. All Advantage Proposals consultants are very experienced, possessing at least 15 years of specialization in their area(s) of expertise. We offer a versatile collection of services, including Capture Management, Proposal Management, Technical Writing, Technical Editing, Desktop Publishing (DTP), Graphics, Guidance and Training, and Marketing/Branding.

**CAGE Code:** 7PZ49

**DUNS Number:** 046622172

**NAICS Codes:** 541511,  
541512, 541513, 541519,  
541618, 541990

### AP Leadership

**Todd Robyak has more than 24 years of experience in capture management, proposal operations, and project management disciplines within the federal market space. He started Advantage Proposals in 2014 with the goal of helping small and mid-size businesses accomplish their business growth goals through an affordable and highly skilled team of consultants.**

Prior to starting Advantage Proposals, Mr. Robyak was the Vice President of Capture and Proposal Operations at Ace Info Solutions, Inc., a small business at the time providing IT and non-IT services to the federal government. While at Ace Info, Mr. Robyak oversaw a team of proposal managers, proposal coordinators, technical writers, editors, and graphic artists who all contributed to an average response rate of 4 proposals per month, yielding double-digit corporate growth. Mr. Robyak held a similar position before this as the Vice President of Capture Management and Proposal Support Operations at ATS Corporation, a mid-sized federal government integrator that today is part of Salient-CRGT. While at ATS Corporation, Mr. Robyak performed Capture Management on federal opportunities and oversaw the management and production of solicitation responses through a team of capture managers, proposal managers, proposal coordinators, technical writers, editors, and graphic artists. Under his leadership Mr. Robyak contributed to a 94% PWIN on re-compete responses, while leading efforts to formalize Capture Management processes, enhance the company's usage of portal technologies for streamlined proposal operations, and was also the business owner of the customer relationship management (CRM) system used to document and track the corporate opportunity pipeline. Earlier in his career, Mr. Robyak performed a variety of functional, technical, and project management roles at American Management Systems (today CGI Federal), and Andersen Consulting (today Accenture).

Married with two daughters, Mr. Robyak is a native to the Washington Metropolitan area. He grew up in Centreville, VA, and enjoys spending time with his family, running, triathlon events, golf, softball, and pretty much anything related to home improvement. Mr. Robyak received a M.S. in Technology Management from George Mason University, B.S. in Environmental Science from Virginia Tech, and holds a Federal CIO University Certificate. He is also a certified Project Management Professional (PMP), and has held security clearances at the Secret level.