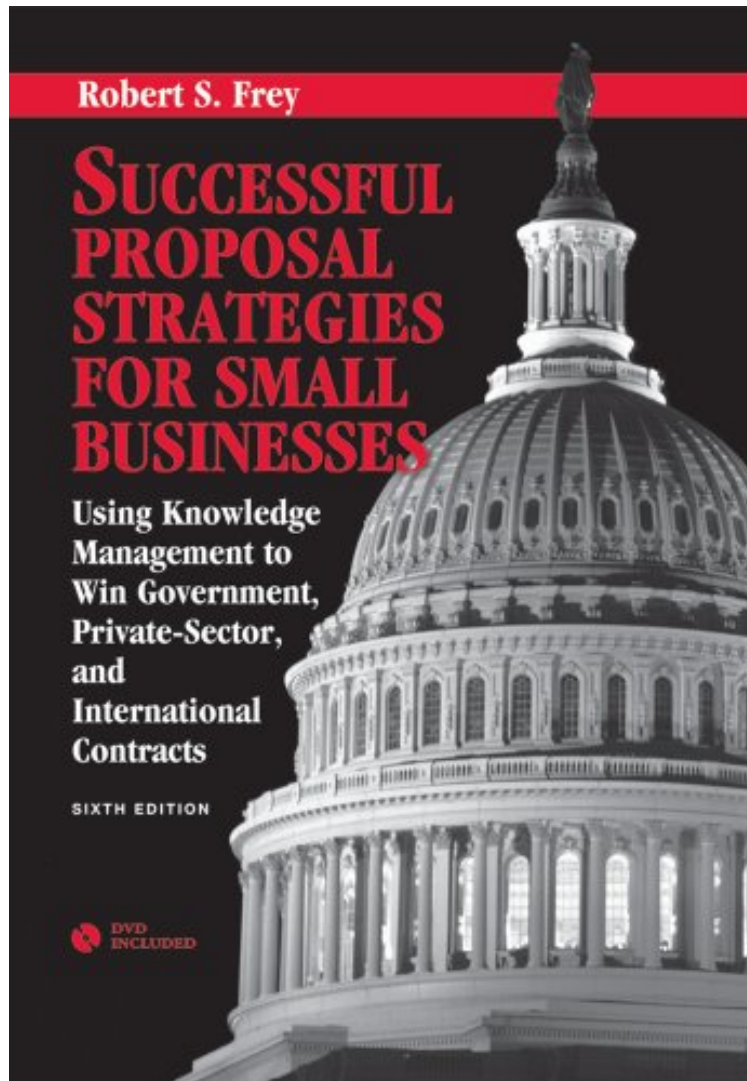


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About the Author Robert S. Frey, MBA, MSM, M.A. is Principal in the Northern Virginia-based, woman-owned consultancy of *Successful Proposal Strategies, LLC*. In this capacity, he supports companies in the United States and Central America in developing proposals to the U.S. Government. Previously, he served as Senior Vice President of Knowledge Management Proposal Development for RS Information Systems, Inc., where he leveraged knowledge management processes to perform rapid proposal prototyping and support the company achieve a sustained 67% proposal win rate for 9 years. He has personally supported more than 2,500 proposals in his career. In addition, he serves as an Instructor in Technology Management at UCLA in Westwood, California. Mr. Frey also conducts proposal development and writing training seminars for small businesses nationwide.