

# Fast Rope Overview

Getting the most out of Fast Rope

Website: [www.FastRope.org](http://www.FastRope.org)



# Why Fast Rope

---

In the world of identifying, bidding and winning Federal Contracts, it quickly becomes apparent that information is power, and relationships are king. People share information with people they trust. Trust is established through frequent positive interaction. Sales cycles are often prolonged and often require customer insight and strategic teaming.

## What Fast Rope Does...

- Facilitates a face-to-face forum for industry-to-industry dialogue and trust building.
- Provides a useful portal to accelerate communication and collaboration.
- Accelerates teaming discussions and pursuit identification.
- Allows for Government to communicate requirements to industry and search member capability

# About Fast Rope

---

A small group of trusted Industry professionals that meet regularly to share market information and seek teaming opportunities, utilizing an informal Round Table format, and collaboration portal.

## What Fast Rope is...

- Founded Sep 2009, Dayton, Ohio.
- 300 plus members.
- Small group Industry to Industry forum.
- Informal meetings to exchange useful market insight.
- Information and relationships are the currency.
- People are members, not companies.
- Focus is quality...not quantity.
- Fast Rope Collaboration Portal: [www.FastRope.org](http://www.FastRope.org)

## What Fast Rope is NOT...

- Not a large professional industry association.
- Not a small focused pursuit team with NDAs and contracts in place.
- Not a diverse mastermind group.
- Not a high-volume B to B networking group.
- Not a place to be a taker/sponge that does not actively engage their peers, and only participates when they need something.

# Fast Rope Chapters & Facilitators

**FAST ROPE COLUMBUS:**  
Second Friday of each month  
at 0800 EST  
Jeff Mers  
Linda Kinkead

**FAST ROPE DAYTON:**  
Second Friday of each month  
at 0800 EST  
David Hart  
Joni Ahlers  
Nick Bucher

**FAST ROPE SAN ANTONIO:**  
Third Tuesday of each month  
at 1100 CST  
Alyssa Martinez  
Bill Foote  
Travis Griffin

**FAST ROPE  
SOUTHEAST/CHARLESTON:**  
Third Tuesday each month at  
1500 EST  
Richard Goudie  
Gabe Bell  
Jimi Elderman

**FAST ROPE ST. LOUIS:**  
Third Tuesday each month at  
0800 CST  
Connie Crome  
Greg Schwartz

**FAST ROPE HAMPTON ROADS:**  
Fourth Tuesday of each month at  
0900 EST  
Tina Bove  
Colton Watkins

**FAST ROPE NCR:**  
Fourth Tuesday of each month at  
0900 EST  
Scott Hopper  
Dale Hollins  
Erica Ho



# The Round Table Format

Monthly informal roundtable meetings in specific regions. Useful information sharing:

- Future industry events, conferences, industry days, luncheons.
- Industry trends in acquisition, technologies, spending and staffing.
- Teaming needs.
- Opportunities and pursuits.
- Government leadership changes.
- Staffing requirements.
- Company capabilities and news.
- Government guests welcome to share insights.

# The Fast Rope Portal

- Fast Rope Website: [www.FastRope.org](http://www.FastRope.org)
- Password protected
- Searchable Member/Corporate profile
- Fast Rope and Industry Events Posted
- Overall searchable database
- Industry to Industry Forums
- Post needs, leads, documents & resumes
- Communicate directly with Fast Rope Members



# Industry-to-Industry Forums

The primary area for Industry-to-Industry Fast Rope members to collaborate. The core purpose is sharing market information and optimizing teaming to win government contacts. Resource pages, industry forums and round table meeting minutes are not viewable by non-Industry Members.

## Communicate & Collaborate...

- Dedicated Industry-to-Industry Forum (Closed Forum)
- Share opportunities and pursuits.
- Future industry events, conferences, industry day.
- Government trends in acquisition, technologies and spending.
- Teaming needs.
- Staffing requirements.
- Company capabilities and news.
- Member Directory is open to the public

# Member Dues



## Individual Industry Membership: *\$100*

- Subscription period: 1-year automatically recurring payment
- Access to all Fast Rope Forums
- Searchable Fast Rope Member Profile
- (1) Annual Individual one- year membership

## Corporate Sponsorship: *\$500*

- Subscription period: 1-year automatically recurring payment
- Logo Placement on homepage
- Logo Placement on Virtual Events Slides
- Exclusive Capability Overview
- Access to all Fast Rope Forums
- Searchable Fast Rope Member Profile
- (2) Annual Individual one- year membership

## Government Annual Dues: *None (active duty or civilian)*

- Government is encouraged to search the member directory for capability and post information in the Government Forum. Restrictions from viewing the Industry-to-Industry Member Forums.

Fast Rope does not take the place of large Professional Associations like AFCEA, NDIA and many others, rather it complements them and serves as an invaluable Peer to Peer Industry Forum where industry partners share useful insights and seek opportunities with each other to team and win work.