

Fast Rope Overview



Getting the most out of Fast Rope

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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

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.

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
- 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



Government to Industry Forums

This Fast Rope forum is intended for government contracting officers, program managers and small business advocates to post useful information for industry consideration. Government members are also encouraged to search the [Member Directory](#) for industry capability.

Benefits to Government

- Dedicated Fast Rope Portal [Government Forum](#)
- Government Forum is open to the public.
- Quickly search corporate capability.
- Post government solicitations.
- Notify industry of pending government requirements.
- Collect industry feedback and ideas.
- Broadcast industry day notices and other events



Member Dues



Fast Rope does not take the place of large Professional Associations like AFCEA, NDIA and many others, rather it compliments 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.

Industry Annual Dues: \$75

Provides full access to all portal features, allows members to post their searchable profile and participate in Industry to Industry Forums.

Government Annual Dues: None

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 Facilitators



Region	POC - Primary Facilitators	Email
Fast Rope HQ	David Hart (First Fast Roper)	david.hart@seguetech.com
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