

## **Seven Suggested Steps For Developing Winning Proposals**

As government contracting opportunities in the federal, state, and local markets shrink through budget cuts and contract consolidation many contractors find that they have to work even harder to distinguish themselves to win business. One way to stand out is by writing better, more compelling proposals.

[Read the full article here.](#)

### **Authors**



### **Richard W. Oehler**

Partner

[ROehler@perkinscoie.com](mailto:ROehler@perkinscoie.com) [206.359.8419](tel:206.359.8419)