Winvale

Accelerating Government Opportunities

Winvale

Founded in 2003, Winvale is strategically headquartered in the center of Washington, D.C. Supporting more than 3,000 commercial and government organizations, Winvale has built a world-class company singularly focused on our client's success.

Winvale's Government reseller partner program is designed to assist Information Technology and Scientific Equipment companies, and their channel partners to accelerate their sales within the Public Sector. Winvale's partners currently support all levels of government including Federal, State, Local and Educational agencies and institutions.

Partner Program Overview

Winvale's Government Reseller Program is designed to quickly add your solutions to our GSA Schedule so that you sell faster. Winvale will work with you to ensure that your solutions are properly represented and maintained on the GSA Schedule, while managing the order and delivery process. Partners are able to list their products and services on Winvale's GSA Schedule contract with unlimited modifications for a period of 12 months.

Winvale handles all the GSA contract maintenance, including audits, so its partners do not have to worry about the creation, research, filing, revisions, and communication with GSA. Winvale will solicit, accept and process all incoming GSA orders for its partner's products and/or services, and for payment of the GSA industrial funding fee (IFF).

Sales Support

1 **Tier One "Opportunity Monitoring"**
Your Winvale account manager will review daily government bid boards to find your sales team the opportunities to connect with the government.

2 **Tier Two "Pipeline Development with Government Contacts"**
Includes all the Opportunity Monitoring support plus: federal procurement forecast analysis, re-compete & expiring contract monitoring, and government program contact/lead list

Why Partner with Winvale

✔ Consultants and Contractors: We act as both a government contractor and consultant. This helps us deliver a unique perspective to our clients.

✔ Speed-to-Market: GSA approvals in less than 1 month versus 6 months plus.

✔ Reduced Cost: Eliminate hard and soft costs associated with: applying for, managing, remaining compliant and preparing for GSA Audits.

✔ Reduce Compliance Risk: Winvale absorbs your liability by becoming responsible for Commercial Sales & Discounting Practice compliance.

✔ Reduce Marketplace Risk: Expand and contract your investment and/or migrate between Federal, State & Local markets based on market economics.

✔ Reduce Pricing & Discounting Risk: Shift the compliance risk to us by having Winvale take on the burden of "best pricing" and contractor compliance.

✔ Qualify for Set-Aside Business: Leverage Winvale's SBA Small Business designation and network of 8(a), Veteran-Owned, Woman-Owned and HUBZone partners and Prime Contractor Teaming Agreements with large Systems Integrators like CACI, Booz Allen Northrop Grumman and SAIC.

Contact

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Cyber Security

It is indisputable that the cyber security is trending within the public sector.The Cyber Security National Action Plan (CNAP) for fiscal year 2017 increase the federal governments spend on cyber security to $19 billion or a 35% increase from fiscal year 2016. The federal government cyber security market is expected to hit $22 billion in spend by 2022, which is approximately a 4.5% compounded annual growth rate. Winvale's partner focus on areas of high growth with the government cyber security space.

The charts below represent historic spending on the federal governments cyber security needs. By partnering with Winvale we can help you unlock the information to help you grow your federal government customer base and revenue.

Cyber Security All				
2012	2013	2014	2015	2016
$3,739,203,569	$3,845,482,693	$5,254,174,702	$5,521,748,070	$5,374,158,469

Defined as equipment, software, and services related to the protection of networks, computers, programs, and data from attack, unauthorized access or damage.

Cyber Security – Information Security				
2012	2013	2014	2015	2016
$2,064,146,538	$1,995,896,220	$2,673,592,269	$2,896,754,464	$2,628,765,446

Defined as equipment, software, and services related to the protection of information and information systems from unauthorized access, use, disclosure, disruption, modification, or destruction in order to provide confidentially, integrity, and availability.

Cyber Security – Information Assurance				
2012	2013	2014	2015	2016
$1,977,744,085	$2,060,498,814	$2,807,840,369	$3,023,983,975	$3,101,756,475

Defined as equipment, software, and services related to the protection and defense of information systems by ensuring availability, integrity, authentication, confidentially and nonrepudiation.

Cyber Security – Computer Network Operations				
2012	2013	2014	2015	2016
$1,783,941,158	$1,674,868,667	$2,468,930,197	$1,855,461,951	$1,751,117,960

Defined as equipment, software, and services related to protecting, monitoring, analyzing, detecting and responding to network attacks, intrusions, disruptions or other unauthorized action.

Top Areas of Growth

✓ Offensive Cyber components of DOD's Command, Control, Communications, Computers, Intelligence, Surveillance and Reconnaissance (C4ISR) program.

✓ Boundary Defense controlling network access and mitigating those that can transfer malware to the network.

✓ Secure Systems Engineering designing security controls in new or existing systems.

✓ Security Monitoring configuration, continuous monitoring, analytics, monitoring software.

✓ Incident Response & Forensics determining the cause, scope, and impact of a cyber attack.

✓ Endpoint Defense securing all endpoints to protect all devices that interact with a network.

Contact Us

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