



CERTIFICATIONS, HONORS AND AWARDS

LeScot has been the recipient of numerous awards, honors and citations. A partial list of such awards appears below.

- Lifetime Certified Master Consultant (CMC) by BREI
- Certified Economic Developer by the International Economic Development Council (CEcD)
- Certified Instructor by the NeighborWorks Training Institute
- 2000 Atlanta Minority Business Advocate of the Year



ORGANIZATIONAL MEMBERSHIPS / AFFILIATIONS

- Georgia Women's Business Council Board
- Georgia Economic Development Association
- Business Retention and Expansion International
- International Economic Development Council
- Small Business Administration Strategic Outreach Task Force
- Georgia Electronic Commerce Association Digital Divide Working Group Committee Chair
- Small Business Administration Regional Small Business Advocate Judge



WHY USE LESCOT ENTERPRISES?

If you are having problems getting down to business, let LeScot Enterprises help you get on track to success.

LeScot offers effective, responsive and economical business assistance with a personal, yet professional touch. Founder and CEO Art Brown has 30 years of experience, ranging from construction and manufacturing to retail and government/corporate procurement, that not only enables his firm to identify solutions to a wide array of problems but also help with implementing those solutions.

As a long time associate of Georgia Tech's Economic Development Institute, Art has acquired the skills and expertise to work with a variety of organizations seeking extensive solutions to their problems. As a consulting operation, LeScot distinguishes itself with the ability to quickly identify a problem and offer state-of-the-art solutions at a competitive price.

LeScot's goal is to cost effectively build profitable organizations through a solid foundation of business, marketing and economic development expertise.

LESCOT'S CORE CAPABILITIES

MARKET DEVELOPMENT
AND REPRESENTATION
ASSISTANCE

•

BUSINESS, MANAGEMENT
AND TECHNICAL ASSISTANCE

•

ECONOMIC DEVELOPMENT
ASSISTANCE

•

TRAINING, SEMINAR AND
OTHER COMMUNICATION
ASSISTANCE



MARKET DEVELOPMENT AND REPRESENTATION ASSISTANCE SERVICES



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MARKET DEVELOPMENT AND REPRESENTATION ASSISTANCE SERVICES

LeScot understands the needs of buyers and contracting officers in the corporate and public sectors. By understanding their needs, LeScot is able to help businesses strategically position their products and services to meet the needs of corporate and governmental buyers.

LeScot has also served the corporate and governmental buyer community by helping to train and identify prospective vendors to understand their electronic procurement systems and other corporate requirements. This training helps their vendors to readily understand how to conduct business with their operation.

As a result of understanding the contracting and procurement process, LeScot is equipped with the tools to help business implement their procurement strategies by serving as a market/sales development representative.

LeScot offers assistance in these areas:



IDENTIFICATION OF CORPORATE AND GOVERNMENT CONTRACT OPPORTUNITIES

- Understanding company products/ services
- Identification of appropriate keywords, NAICS and NIGP

Commodity Codes to define

- products and services
- Identification of databases to search for opportunities



ASSISTANCE WITH COMPANY REGISTRATION TO IDENTIFY OPPORTUNITIES

- Central Contractor Registration (CCR)
- Federal, State, Local and Corporate electronic databases
- Subcontracting databases
- Commercial and Governmental Entity (CAGE) Code registration



PROPOSAL / GRANT WRITING

- SBA and SDB Applications
- HubZone Certifications
- GSA Schedules
- Mentor Protégé Applications
- Assistance in writing proposals and grants in response to RFPs/RFQs/RFIs or grant proposal requests



MARKET REPRESENTATION SERVICES

- Services to help generate procurement opportunities as a market/sales representative



LeScot has worked with businesses to help secure contract opportunities. An example:

- Assisted manufacturer with securing a spare parts contract with Metropolitan Atlanta Rapid Transit Authority (MARTA).
- Assisted a local service company with marketing to the federal government

CLIENT TESTIMONIAL

"Art was able to identify, develop and generate procurement opportunities for our company that were difficult for us to develop. He was proficient and focused on his efforts to assist us."

John Nance
President
Age King Industries