> *"Sail to Steam has done an outstanding job supporting our pursuits. They use their broad knowledge of the competitive landscape to then dive down into individual opportunities, competitors, and customers, and deliver thoughtful and detailed analyses and recommendations."*
>
> **- Large Systems Integrator**

What We Do

Business Strategy Services
Through our Business Strategy Services we help our customers improve operational efficiency, supercharge their sales organizations, establish winning cultures, and provide unique market insights – all aimed at creating and maintaining execution models that help business owners achieve their financial goals.

Account Strategy Services
Our Account Strategy Services enable our customers to generate success within accounts by creating brand recognition, ensuring "stickiness" of contracts, and aligning capabilities to the needs of a specific customer to ensure targeted opportunities support overall short- and long-term business goals.

Deal Strategy Services
Our Deal Strategy Services focus on winning needle-moving deals by applying effective capture strategies and developing innovative solutions that address the unique needs and pain points of your customers.

Content Strategy Services
Through our Content Strategy Services, we develop impactful and compliant content, helping to enumerate the nexus of business, account, and deal strategies already established and executed upon by the customer for direct delivery to your clients.

Our Win Portfolio:

Last Mango Competitive Intelligence Report

"If you wait for the mango fruits to fall, you'd be wasting your time while others are learning how to climb the tree."

Last Mango is a Competitive Intelligence product that combines open-source intelligence and information, proprietary algorithms, and years of industry expertise to provide meaningful insights that companies can use to position their services in unique and differentiated ways. Last Mango considers not only the key aspects of traditional competitive intelligence (e.g. Competitor Capabilities; Competitor Experiences; Competitor Personnel; Competitor Shaping Activities), but also Sail to Steam's unique Industry Competitive Perception analysis, Competitive Influence analysis, and Competitive Archetypes analysis. Through these factors Last Mango identifies likely competitors and delivers actionable insights and recommended strategies to differentiate from, ghost, and leverage competitor strategies to win Government contracts.

01 Competitive Perception
S2S's Competitive Perception Analysis analyzes 1,000+ simulations of asking the question "Who are the top competitors/team members?" to the average Industry representative.

02 Competitive Influence
S2S's Competitive Influence Analysis studies various sources for "customer-targeted exchange" to assess "Which competitors/team members are exerting influence over stakeholders?"

03 Competitive Archetypes
S2S's Competitive Archetype Analysis reviews competitive trends and commonalities between similarly situated competitors and solicitations to evaluate "Most Likely" bid strategies and win themes.

Reactively waiting for fresh competitive intelligence to fall from the tree ensures that you will always be one step behind the competitors that have learned to proactively climb and seek it out. Sail to Steam is a competitive intelligence expert – we not only identify relevant intelligence, but also the misinformation and misdirection that can throw ghosting strategies into chaos. Working together with our customers, we ensure every last mango is picked from the tree and served up for their capture teams to digest.