



Government Sales Specialists

About Government Sales Specialists:

Government Sales Specialists is the largest, most successful outsourced Federal sales and marketing organization, with 15 years of experience identifying, qualifying, and managing the sales process from beginning to close.

Our portfolio includes a suite of innovative technology products providing a holistic approach to help federal agencies Modernize their IT Enterprise by offering agile, world-class technology solutions. The companies that we represent address mission critical agency demands in the federal government.

We are an agile small business that is able to respond and adapt to the evolving technology need of the Federal Government. Additionally, GSS is not a reseller, integrator, or contractor, so we are able to objectively vet technologies from emerging companies to provide commercial best practices for federal agencies. As the Government works towards their mission of IT modernization, Government Sales Specialists is a key part of that process.

GSS' unique process has made us a "trusted advisor" to many top-level Government officials, allowing us to accumulate an in depth understanding of the needs and agencies all across the Federal space. We work WITH officials, generally through sole source procurement, to help simplify and accelerate the procurement process for all parties.

About Our CEO, Mark Hogan:

For more than 30 years, Mark has built and managed some of the largest and most successful government sales organizations for the nation's leading technology firms.

Mark has directed federal and worldwide sales operations for established companies, as well as helping to ignite the success of Oracle, one of the largest software companies in the country.

Additionally, he grew BEA Government Systems' revenue from less than \$2M to \$148M in less than 3 years. It was during this time that he was inspired to start GSS to help generate sales success in the Government space for other organizations.

Over the past few years, Mark has also devoted himself to helping veterans returning from service. One of his proudest endeavors has been his volunteer work as a pilot for Veterans Airlift Command, an organization that pairs private pilots with combat wounded servicemen and women who have difficulties flying commercially to help provide transport to get them the medical attention they deserve.