

Sue Schweim Tellier
Co-owner
JetCo Solutions



Sue Schweim Tellier owns and operates JetCo Solutions with her husband, Jon. A specialist in business to government (B2G) marketing, Sue works with small businesses to effectively identify and communicate their marketing discriminators through targeted bid responses. After working in government and non-profit marketing for almost 20 years, Sue and Jon started JetCo Solutions in 2007. With a proven model for helping small companies win government contracts, Sue's team at JetCo has helped clients win more than 340 contracts valued at more than \$3.5 billion.

Prior to moving to the private sector in 2007, Sue worked in procurement marketing for the Michigan Department of Management and Budget (DMB). As DMB's head of Supplier Diversity and Business Outreach, Sue trained more than 4,300 companies, teaching them how to bid on and win state government contracts.

Sue's involvement in Inforum dates back to the predecessor organization. During her time working and living in the Detroit area, Sue was heavily involved in the Women's Economic Club. She remains active in small business and proposal management advocacy, serving as a board member for the Small Business Association of Michigan (SBAM) and formerly the Association of Proposal Management Professionals (APMP) Greater Midwest Chapter. She holds a Bachelor of Science Degree in Public Affairs Management from Michigan State University and a Graduate Certificate in Economic Development from Wayne State University.

Sue and Jon have an adult son who attends Ole Miss. They are empty nesters with the exception of Ranger (fat cat), Maddie (hyper, brilliant Pointing Griffon) and Cyrus (perfect lazy black lab).