

### **Government Contracting**

# **Experts On Demand**

We assist you achieve success on your programs with: Management Consulting; Capture Support & Proposal Development; Data Visualization & Publications; Program Management; Integrated Program Planning & Controls; and Technical Management & Engineering.

#### YOUR CHALLENGES

#### **OUR EXPERTS**

#### **POSITIVE OUTCOMES**







- · How to shape the RFP?
- How to craft a differentiated bid strategy?
- What are the customer's mission and funding priorities?
- Retired flag and general officers
- Senior Executive Service (SES)
- Industry executives
- Customer and market insights
- Strategy development
- M&A guidance and diligence

## Ask us to help you find the perfect expert for your needs

Aircraft • Shipbuilding • Space: satellites, launch, services and exploration • Ground vehicles • Uncrewed systems • International programs and markets • Healthcare: military & CMS • Missiles • Cybersecurity • Sustainment / MRO • IT systems • C4ISR • Communications & sensors

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## **Experts On Demand**





Air Force MGEN, Air Combat Command Director of Requirements, and corporate VP of AF Programs **Military** 

Navy VADM, F-35 Joint Program Office PEO and Chief of Naval Research (ONR)

Navy ADM, SOUTHCOM
Commander and Deputy CNO
(Plans, Policy and Operations)

Army GEN, Commander, Combined Forces Korea and Director of the Joint Staff

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## Civilian

Chairman of the National Intelligence
Council and Director of the Center for Global
Risk and Security, plus work for Senate
Select Committee on Intelligence and the
National Security Council



DASD Space Policy, NASA Associate Director of Human Exploration & Operations Mission Directorate, Executive Director of Space Command's Space & Missile Systems Center



CEO of Fincantieri Marinette Marine shipbuilder and retired Navy RDML



General Manager, F-35 Joint Strike Fighter program, and chairman or board member of three aerospace companies



President, UnitedHealthcare Military and Veterans, and Optum, and board member of several companies and industry associations

Executive Director of the Skunk Works, Lockheed Martin Aero's Advanced Development Programs

### Case studies

Team of DoD and industry leaders assembled to give our client deep insights into the F-35 program and customer community, leading to a billion-dollar contract for a major subsystem, unseating the incumbent supplier of a major subsystem. Our experts recently retired from notable roles: commander of Naval Air Systems Command and F-35 PEO, head of Air Combat Command, and three Lockheed Martin senior executives with leadership roles on F-35.

Engaging the customer through a session of iterative working sessions, our team developed recommendations to expand a multi-billion dollar program of record by identifying and pursuing new customers and new mission areas with European allies and NATO. Our experts included DoD and industry professionals with direct relevancy: a former Under Secretary of Defense for Policy and a former NATO Assistant Secretary General for Defense Investment.

We helped our client accelerate the timing of a major defense acquisition program to capitalize on their technological performance relative to competitors. Our experts included deep acquisition and aviation experience including: a former Commanding General of the US Army Aviation Center and Chief of Army Aviation, and a former Program Executive Office lead for the Special Operations Rotary Wing, with specific expertise in the rapid acquisition process.

SMA helps companies become more competitive. We offer STRATEGY, MANAGEMENT, and ANALYTICS to improve your competiveness from market entry, to winning business, to profitable execution. We assist you achieve success on their programs with: Management Consulting; Capture Support & Proposal Development; Data Visualization & Publications; Program Management; Integrated Program Planning & Controls; and Technical Management & Engineering.