

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



- How to shape the RFP?
- How to craft a differentiated bid strategy?
- What are the customer's mission and funding priorities?

OUR EXPERTS



- Retired flag and general officers
- Senior Executive Service (SES)
- Industry executives

POSITIVE OUTCOMES



- 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

6566034
3309876
4590380
298007
339806
112998
298375
1243323

Experts On Demand



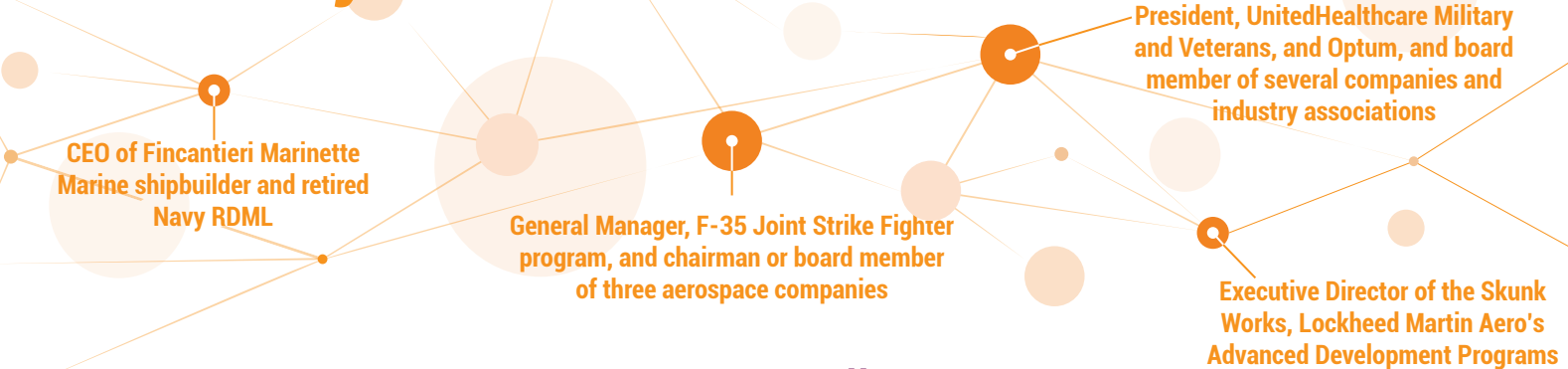
Military



Civilian



Industry



Case studies

1 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.

2 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.

3 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 competitiveness 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.

19200 Von Karman Avenue Suite 230, Irvine, CA 92612