



## COMPANY SUMMARY

Our professional staff includes Ph.D.s, MBAs, and engineers. Our twenty Associates are skilled in military ship, aircraft and boat operations and maintenance, C5I, Cyber, oil pollution recovery, drones, ice breaking, R&D, sales, finance and program management. We have assisted with platform and system design, helped clients develop marketing and engagement strategies, and generated detailed reports and studies across a broad range of topics.

### WHO WE SERVE:

U.S. and International companies and U.S. government services and agencies.

### WHAT WE DO:

**Prepare** market surveys and tailored Engagement Strategies for international and domestic sales to USCG, USN, NOAA, U.S. Geological Survey (USGS) etc.

**Identify** key decision makers within government agencies, military services, and target industries and track important government budget deadlines.

**Help** draft presentations for maximum impact and arrange briefs with the key officials who generate requirements.

**Obtain** feedback after briefs, presentations, and trial runs to guide wins in major competitions and to avoid pursuing options no longer available.

**Provide** analyses, project timelines, budgets and test & evaluation criteria as well as operator feedback, and assistance with broad Subject Matter Expertise needs, emphasizing the marine and arctic environments.

### HOW WE GUIDE:

**Access:** we introduce you to the government officials who set the requirements and those who make the purchases. We help you meet with companies in new countries —some we represent directly. We are active in the tech industry and are members of Marine & Oceanographic Technology Network. We develop new markets overseas directly working closely with the Maine International Trade Center.

**Persuasion:** through our close ties and continual research we advise on what Coast Guard and Navy clients need to buy and why. We help you prepare presentations that outline your advantages and get you in when others cannot. We introduce and guide new B2B meetings and contracts.

**Timing:** we monitor government budget cycles—when services and agencies can purchase, and when they cannot.

**Costing:** we track affordability—which products will sell, and which strategies can win. We help you ensure that your products are within their budget.

**Proposal:** we have guided successful proposals from \$18M (Saab) to \$2.5B (Eastern) and can assist your company—small to large.



Brian Perkins,  
President

### PAST AND CURRENT U.S. CLIENTS:

Eastern Shipbuilding  
Group  
Seakeeper  
Saab USA  
BIW  
R.J. McGregor &  
Associates  
NASSCO  
Vestdavit, Inc.  
Modula  
DeepWater Buoyancy

### PAST AND CURRENT INTERNATIONAL CLIENTS:

Arktos Developments,  
Ltd.  
Saab AB  
Light Structures, AS  
Vestdavit AB, Norway

A dozen additional  
clients are represented  
under contract with  
R.J. McGregor &  
Associates in Canada

