



Defense & Aerospace

Defense and aerospace are rapidly evolving industries, experiencing dynamic demand from emerging markets, ongoing fleet and aircraft updates, and continual decreases, reorganizations, and reprioritizations of military and reserve forces. Global economic challenges and shifts in government purchasing have changed the budget environment as well.

The Defense & Aerospace Team at The SPECTRUM Group (TSG) fields one of the nation's deepest lineups of senior military and procurement leaders from across all branches, complemented by expert former defense, aviation, and aerospace industry executives. Together, we provide the insights and experience needed to enable our clients to succeed across the industry spectrum.

We have worked in all major geographies and business objectives, with clients ranging from the world's largest contractors to small business innovators and suppliers. We provide strategic business development planning and positioning, product development support, market penetration, Congressional and U.S. military liaison, due diligence, and M&A strategies.

Our team also includes the nation's top BRAC consulting team and aviation, intelligence community, IT, cyber, and homeland security experts. We help clients identify and exploit new opportunities, improve operations, develop products and technologies, and plan and implement strategies for sustained success.

To learn more and to meet our Defense & Aerospace Team, please visit:

www.spectrumgrp.com.

Centers of Excellence



Defense & Aerospace



Security



International



Government Relations



Healthcare & Bio-Science



Energy & Environment



Client Services

- Strategic Analysis, Planning and Positioning
- Due Diligence and M&A Support
- SWOT and Risk Assessments
- Supply Chain, Technology and Program Assessments
- U.S. Business Development and Proposals
- Acquisition and Requirements Process Training
- Conference and Industry Day Support
- BRAC-Related Support and Community Engagement
- Regulation and Policy Drafting
- Leadership Development and Support
- Foreign Military Sales (FMS) and Direct Commercial Sales Support



Subject Matter Expertise

- U.S. and International Business Development
- Budgets, Acquisitions and Requirements
- Licensing and ITAR
- U.S. Military, Congressional and DoD Expertise and Advocacy
- All Military Branches and Supporting Organizations
- Commercial Aviation
- Aerospace and Space Systems
- Systems Intelligence and Security
- Cyber and Information Technology
- Reserves
- National Guard
- Base Realignment and Closure (BRAC) and Community Engagement
- Compatible Use Planning and Execution
- Youth Education and Leadership Programs



The SPECTRUM Group's Mission:

Through our results-driven philosophy grounded in **Experience, Expertise** and **Integrity**, The SPECTRUM Group provides our commercial, government and non-profit clients with the tools and counsel necessary to achieve their objectives.

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