



Mergers & Acquisitions, Due Diligence and Implementation Support

Serving Our Private Equity, Investment Banking and Strategic Buyer Clients

Centers of Excellence



Defense & Aerospace



Healthcare & Bio-Sciences



International



Security



Energy & Environment



Government Relations

Experience

The SPECTRUM Group supports private equity firms, investment banks, and strategic buyers with a complete continuum of management and support services spanning the full M&A process. Our client services include independent programmatic due diligence, cyber security and supply chain risk management assessments, and other pre-acquisition processes, as well as post-acquisition competitive intelligence, international assessments, growth strategies, executive leadership training and business development.

Our market focuses align with SPECTRUM's six Centers of Excellence: Defense & Aerospace, Security, International, Government Relations, Healthcare & Bio-Sciences, and Energy & Environment.



In today's highly complex and dynamic world, it is imperative that those seeking to make acquisitions have the right information and insights from trusted sources. We work with and enable our clients to make data-driven strategic decisions, incorporating the micro and macro factors that impact long-term success.

We offer a comprehensive suite of services across our Centers of Excellence and Government and Professional Services. Drawing on our deep expertise and strong networks, we provide our clients with critical information and insights at both board room and deep-dive levels, building from the detailed market and business assessments that comprise our independent programmatic due diligence analysis.

We differentiate ourselves by providing a full spectrum of M&A support services, both pre- and post-acquisition, tailoring our expertise and service offerings to client objectives. Together, our experienced Members deliver the expertise continuum needed to support clients' specific acquisition, due diligence and implementation needs.

The SPECTRUM Group delivers sustained success to our clients because our Members intimately understand the needs and challenges of each phase of the M&A process. Our broad and deep industry and government understanding, subject matter expertise, and professional networks enable us to provide our clients with unmatched access at the right levels, from board room to Program Office.

Expertise

Due Diligence

We provide several due diligence services across the markets we serve. These include:

- Independent Programmatic Due Diligence
- Business Strategy and Market Assessments
- SWOT and Competitor Analysis
- Technology Roadmap Assessments
- Operations Review
- Cyber Security Risk Assessments
- Supply Chain Risk Management (SCRM) Assessments
- Financial Projections Analysis
- Customer Satisfaction Assessments and Budget Issue Identification

We identify short- and long-term government market and program priorities, performing detailed budget analysis down to the programmatic line item and interviewing government policy makers and program management officials. Our deep bench of former senior government policy makers and program officials enables us to provide these critical due diligence services to our clients to help them meet their goals.

International Assessments

Our team includes many experts in international business. We draw on this expertise to deliver:

- Analysis of Addressable Market, Penetration, and Business Development Opportunities
- Global and U.S. Opportunity Identification, Pursuit, and Capture Support
- U.S. Government Relations and Advocacy, including FOIA, FCPA, ITAR, and Licensing
- Regional and Country-Specific Expertise
- Business Case and Business Enabler Development
- Proposal Support and Color Teaming
- Access to NATO and Other International Organizations

Competitive Intelligence (CI)

Our mission is to provide clients with CI products and services that matter: the actionable information needed to plan strategically, set business and operational objectives, and make critical decisions for successful outcomes. Our CI processes are built on the systematic acquisition, analysis and evaluation of the targeted intelligence our clients require to shape successful engagements. We examine all market and business factors impacting competitive standing to help our clients make informed decisions, gain competitive advantages, and win.

Growth Strategies & Strategic Business Development (SBD)

Our SBD service offerings span a broad capability continuum. Clients can engage us to work with them shoulder-to-shoulder through a tailored full M&A process, or can select individual SBD services to meet a specific objective, depending on their needs and goals. Our team can also augment these steps with targeted government relations support. Our process includes:

- Mission: Identify Goals and Objectives
- Targeted Strategic Planning
- Market Assessment and Due Diligence
- SWOT Analysis
- Opportunity Mix: Assess Resources Required
- Targeting Contracts
- Developing and Executing Capture Plan

Experience & Integrity

Our Members include former high-level corporate and government executives with extensive experience spanning the full spectrum of pre- and post-acquisition due diligence and M&A support.

- **VADM Norbert Ryan**, USN, Ret., (Co-Leader)
Former President/CEO, Military Officers Association of America (MOAA)
- **Mr. Charlie Dale** (Co-Leader), SPECTRUM
Partner, International Center of Excellence Lead
- **LTG Steve Blum**, USA, Ret., Former Chief,
National Guard Bureau
- **Dr. Grace Bochenek**, SES, Ret., Former
Acting Secretary, Department of Energy,
CTO of AMC, and Director of TARDEC
- **LTG John Caldwell**, USA, Ret., Former Military
Deputy to the Army Acquisition Executive
- **VADM Lou Crenshaw**, USN, Ret., Former
Partner, Defense & Intelligence, Grant Thornton
- **Mr. Robert Draper**, Former Regional VP,
Boeing Defense Sector, Europe
- **Ms. Gillian Jaeger**, MHA, Former Director,
Government Relations, TriWest Healthcare
Alliance
- **MG Michael Jones**, USA, Ret., Former Chief
of Staff & Director of Operations, USCENTCOM
- **CAPT Stuart Karon**, USN, Ret., Former
Senior Executive & Program Manager,
Raytheon, AMSC, & Spectronic Instruments
- **RDML Tom Kearney**, USN, Ret., Former Vice
Commander, Naval Sea Systems Command
- **Ms. Melissa Koloszar-Gatewood**, Former
Chief of Staff, Senior Member, House
Appropriations Committee (HAC)
- **VADM Steve Loftus**, USN, Ret., Former
Deputy CNO and Director, Department
of the Navy Budget
- **RDML Mike Mahon**, USN, Ret., Former
Senior BD Director, Seapower Capability
Systems, Raytheon
- **BG Keith McNamara**, USA, Ret., Former
VP, Air & Missile Defense, Raytheon; Former
Commanding General, Army Test Command
- **LTG Dave Ohle**, USA, Ret., Former EVP,
Camber Corporation & SVP,
Shell Oil Corporation
- **RADM Rob Reilly**, USN, Ret., Former Deputy,
C4I Policy/Integration & Deputy Navy CIO,
Office of the CNO
- **Mr. Samuel Wyman**, Former Managing
Director, Sweetwater Capital

The SPECTRUM Group has served the financial, business, federal contracting and healthcare communities with expertise, experience and integrity for more than 27 years. Current and former clients include:

American Securities

Arlington Capital Partners

Audax Group

Behrman Capital

Berkshire Capital Financial

Carlyle Group

Cerberus Capital
Management, LP

Cobham

DC Capital Partners

Frazier Healthcare

Gladstone Capital

Greenbriar Equity Group LLC

Jordan

Leonard Green
t& Partners, LLC

Linsalata Capital Partners

Pickwick Capital Partners

RLJ Equity Partners

Sentinel Capital Partners

Summit Partners

The Marwood Group

The Pritzker Group

Veritas Capital

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