

The SPECTRUM Group

Energy & Environment Capabilities



Core Competencies

Strategic Consulting | Federal Contract & Grant Support | Energy Technologies | Government Relations

- A certified Small Business, The SPECTRUM Group (TSG) supports commercial, government, and non-profit clients with strategic consulting, marketing, and business development opportunities to successfully grow their businesses.
- For more than 25 years, our team of former general officers, senior executives, and experts have enabled companies and entrepreneurs to share innovative business solutions with federal program managers and senior officials.
- Our DC, Huntsville, and Detroit-based teams provide the expertise and experience needed to help our energy and technology clients and partners develop relevant, suitable, and effective solutions to transition advanced energy technologies and services to all branches of the military and government agencies.

Differentiators

- As recognized thought leaders, we help our clients understand, navigate, and prosper in the new energy landscape.
- Our Team members include a former Acting Secretary of the Department of Energy (DoE), and former federal senior executives who have commanded and directed multi-billion dollar DoE and Department of Defense (DoD) organizations. We have managed classified and highly significant defense and technology programs, and have substantial expertise managing the technology development to contract process.
- Our extensive experience in energy and environment includes the following areas:
 - Energy and Environmental Technology Development and Assessment
 - Energy Policy
 - Sustainability
 - Technology Planning
 - Public/Private Partnerships
 - Green Buildings
 - Investment Strategies
 - Defense Energy Security Issues, including FERC/NERC
 - Remediation and Toxic Substances Issues
 - Environmental Law and Policy
 - Government Relations

Past Performance

Our expertise has led to a portfolio of successful projects and accomplishments for our clients and their partners in the federal government. We have delivered these outcomes for clients across diverse industries and requirements by:

- ✓ Leading major utilities' strategy, Red Teams, and proposals, resulting in multi-million dollar, long-term federal contracts.
- ✓ Coaching, prepping, and guiding industry executives to successfully deliver written and oral presentations, leading to their securing grants and contracts.
- ✓ Providing strategic planning and capture strategy for wind energy companies to support their securing federal contracts.
- ✓ Designing and helping execute federal engagement strategies (Administration and Congress) for energy companies in order to deepen company relationships with federal customers and showcase subject matter expertise.
- ✓ Writing proposals to successfully secure multimillion dollar federal test and evaluation grants, enabling clients to demonstrate their new energy technologies.
- ✓ Providing continuity of representation on federal matters to a leading solar energy company going through a merger, and providing the strategic advice and support that helped them secure a major, area-wide DoD solar energy supply contract.
- ✓ Writing proposals and securing several million dollars for a major U.S. port to rebuild the port using sustainability and energy conservation measures.

Company Snapshot

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Company Information & NAICS

CAGE CODE: 1S7X6 | **DUNS:** 88-441-1257

CLASS: Small Business | **NAICS:** 541611

CONTRACTING: GSA: GS10F0032V, MOBIS, SeaPort-e

LOBBYING IDS: House: 32415 | Senate: 36300