

L&A provides 'best in class' strategic and acquisition planning, and supports business development of its clients, through knowledge of potential customers and understanding of customer needs and business processes. We offer professional staff with 30 to 40 years of experience to support client decision making in order to optimize the probability of successfully securing targeted business opportunities.

CAPABILITIES

L&A's consultants have worked in numerous energy and environmental sectors, both in federal government and private industry, and positively assist the client in tactically planning and organizing its resources once specific targets of opportunity are identified. L&A consultants are also very adept at assisting clients to identify potential teaming partners where a client's capabilities do not totally match customer needs. Clients rely on L&A to provide them with:

- Strategic understanding of potential customer needs, matching such needs with client capabilities, and developing pursuit strategies which most efficiently maximize probabilities of successful business growth
- Comprehension of what the customer is looking for in terms of performance, experience and corporate capabilities, and any unique requirements the customer may have in its selection processes



L&A's consultants have a myriad of contacts throughout the energy and environmental communities, providing clients with access to decision-makers so that the client can better understand, and influence, future business opportunities.

PROJECT EXPERIENCE



L&A consultants, based upon their knowledge of the DOE field operations structure, developed a strategic business plan for a small disadvantaged business which identified two specific sites which required the services it provided. Focusing on those sites, arranging meetings at the sites, and advising the client how best to present its experience and its preferential identification, the client has—over a 4 year period—grown from 6 people to over 50 people, dramatically increasing revenues and profits.

L&A consultants have, and are, advising numerous large businesses regarding customer requirements, teaming, win strategies, and oral presentations for numerous major federal acquisitions, with clients winning billion dollar contracts in areas as diverse as environmental remediation, nuclear security, site operations, and information technology. A testament of the value that L&A provides to these clients is the repeated requests for L&A support by the same company.

