



## About Our Consulting

---

Strategic Space Development provides comprehensive business development consulting, strategic planning, knowledge management, and competitive intelligence services to aerospace and high tech industries. We also offer business development, capture management and elemental technical courses that will enhance your BD activities, increase revenue and expand your business capture.

**Achieve your strategic goals** by letting us help you...

- Capture must-win procurements
- Increase sales and extend new business pipelines
- Generate strategy and revenue in new markets
- Conduct due diligence for partnering and acquisitions
- Expand new business revenue and profit that far exceeds your investment in our services

Some of our clients are among the fastest growing companies in high technology.

**Our past and present customers have seen:**

- **Increases in revenue** of up to 300% with typical results being 45% revenue growth per/year on a sustained level
- **New connections** to aerospace companies, teaming partners and government decision makers that transform the company and help them follow the money
- **Clear and measurable increase in profitability** by decreasing wasted BD development expenses and increasing profit positions in new business awards

Our seminars are an outgrowth of our success and are unique to the industry. We provide techniques and strategies applicable the moment you step out of the class.

Visit [bdcourses.com](http://bdcourses.com) for more information.

---

[stratspace.net](http://stratspace.net)

## Our Expert Consultants

---

Our staff of business development experts have engineering and business backgrounds and work in DoD, NASA, and commercial aerospace arenas.

We bring extensive experience, a wide network of contacts and key domain knowledge to support your business development efforts.

Selected senior staff includes:

**Jim Cantrell**  
President and CEO

**Hans Carlson**  
Vice President, National Security Space

**Pat Dougherty**  
Vice President, Strategic Planning and DoD Space

**Terry Schilling**  
Senior Consultant, NASA Programs

**Bill Koldewyn**  
Senior Consultant, Sensor Systems

**Paul Hergert**  
Senior Consultant, Independent Cost Analyses

**Scott Schick**  
Senior Consultant, Systems Engineering

## Business Development Consulting

---

### Business Development

Our services are unique in the industry as we provide our clients with key business development elements of much larger corporations without the large overhead of maintaining these capabilities in-house. Our keystone services include opportunity and leads development, competitive intelligence development and assessment, and new business capture support.

### Strategic Decision Support & Strategic Planning

Our strategic decision support provides our clients with critical analyses and insights to permit sound strategy development and decisions ranging from acquisitions to contract negotiations. Our support to in-house strategic planning efforts helps our clients develop sound strategies based on market conditions, market projections, opportunities, threats, and realistic evaluations of client's strengths and weaknesses.

### Proposal Development & Support

We provide proposal development and support services to our clients ranging from complete turnkey proposal development to supplementing in-house proposal efforts by providing vital reviews and technical expertise from our staff of experienced consultants.

### Source Evaluation Support

For government and industry, we support source selection efforts through technical evaluations, due diligence on offerors, and teammate selection from industry providers.

### Mission Design & IRAD Technology Investment Planning

We help you develop the right technical solutions to meet market needs. We analyze current Government and commercial architectures, identify key requirements and technology enablers, and develop the right mission concept to meet these needs. We assist your team to acquire critical technology discriminators ranging from components and subsystems to buses and operational segments.

## Contact Information

9121 E. Tanque Verde Road  
Suite 105 - 313  
Tucson, AZ 85749

### Phone

Consulting (888) 327-3993 ext. 1  
Courses (888) 327-3993 ext. 7  
Fax (520) 843-2154

### Email

Consulting: [contact@stratspace.net](mailto:contact@stratspace.net)  
Courses: [rebecca@stratspace.net](mailto:rebecca@stratspace.net)