



Capabilities Statement

BUSINESS SUMMARY:

World Headquarters:

221 South Alfred St.
Alexandria, VA 22314
703-836-7990
www.PeduzziAssociates.com

**Service-Disabled
Veteran-Owned Small
Business**

VA Certified

Duns: 087899774

CAGE Code: 1XD97

NAICS:

423440	423450
541330	541611
541612	541613
541618	541990
561110	561320
561410	561499
611430	611699
611710	

PSC:

B599 R499 L015

PAL was Incorporated in the Commonwealth of Virginia in July 1995.

Key Satellite Locations:

Patuxent River, MD
Fayetteville, NC
Huntsville, AL
Jacksonville, FL

For 25 years Peduzzi Associates, Ltd. (PAL) has provided the Federal Government, our teaming partners, and our Commercial clients expert support personnel, senior level advisors, subject matter experts, and world class training and curriculum development. PAL is organized around two main concentrations:

- **Business Development**, PAL supports commercial companies desiring to expand their business with Federal, State, or Local Government agencies; You cannot find a more cost-efficient or effective means to augment your business development staff! PAL thrives in both the U.S. and international governments/communities. PAL can and will reach the "Decision Makers" to ensure your products and/or services are recognized, considered, and not overlooked
- **Services**, PAL provides executive-level key personnel, certified instructors, and technical specialists to commercial and government organizations. PAL's significant network of personnel resources enables us to quickly identify individuals with experience and Security Clearances to support your staffing needs and/or training.

CAPABILITIES:

Business development, strategic planning, marketing, training, and subject matter experts.

- Provides you with Washington, D.C. representation and liaison to the Executive and Legislative Branches of the U.S. Government
- Serves as an extension of your Marketing Division. Provides problem solving solutions and acquisition strategies
- Guides you through the various marketing and procurement processes required to do business with the U.S. Federal, State, or Local Government agencies including the budgeting, programming, requirements, acquisition, and legislative processes
- Assists you in identifying potential markets and strategies to capitalize on them
- Identifies teaming/partnership arrangements to maximize probability for success and win (Pwin)
- Provide temporary or long-term subject matter experts (SMEs)
- Provide expert curriculum development and/or training using your curriculum or

PAL has Extensive Experience with:

The Executive and Legislative Branch; Congressional Committees; The Department of Defense Acquisition Processes; U.S. and Foreign Government and Embassies; International Business Development; Foreign Military Sales; Direct Commercial Sales; Federal Government Agencies; Diplomatic and Intelligence Training; Department of the Interior; Capitol Hill; Department of State; Homeland Security; Veterans Administration; Diplomatic Security and Intelligence Training; Aircraft OEMs; Aircraft Modification, Aviation; Maintenance and Operators; Medical Technology; C4ISR; Industrial/Commercial Consulting; Technology and Systems Integration Firms; Multinational Firms; Working/Living/Training for Overseas; Manufacturing of goods; Equipment Manufacturers; and providers of services.

PAL knows how to position your company to provide you the highest probability for success.