



Peduzzi Associates LTD

Building Bridges

What we do...

For more than 28 years, Peduzzi Associates LTD (PAL) has been a trusted leader in connecting companies with the Department of Defense, the National Guard, Federal agencies, and Capitol Hill.

At PAL, we take pride in elevating our clients' business development goals through a combination of **INNOVATIVE STRATEGIES**, **UNPARALLELED ACCESS**, and **FIERCE ADVOCACY**. We understand the unique challenges faced by companies seeking to provide mission systems, capabilities, and services in support of those defending the homeland and abroad.



...What we do

With a relentless focus on staying ahead of industry trends and regulatory changes, we are well-equipped to guide our clients through complex processes, ensuring their offerings align with the evolving needs of the defense and government sectors. Our team of experienced professionals possesses deep expertise and a network of influential contacts, allowing us to deliver tailored solutions that drive growth and achieve tangible results.

Partnering with PAL means gaining a competitive edge in the government marketplace.

We are committed to helping our clients navigate the intricacies of procurement, regulations, and policy landscapes, enabling them to secure critical contracts and expand their footprint in the defense and government sectors.

Trust Peduzzi Associates LTD to be your strategic ally in achieving success in the government arena. Together, we can make a meaningful impact in supporting those who defend our nation at home and abroad.

THE TEAM



Garry Dean, Maj Gen (R)
President



Brett Criqui, COL (R)
Director – Defense Portfolio
and Strategic Pursuits



Elena Tosana
Director – Operations and
Client Relations



Mark Beckler, COL (R)
Associate, Legislative Strategy



Rick Brackett, CAPT (R)
Associate, International Programs
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William Salinger, COL (R)
Associate, AFSOC/SOCOM



Shelby Mounts, CAPT (R)
Associate, Strategic
Partnerships & Navy
Programs



Darren "Matt" Boyle
Associate – Airforce and ANG
Programs



Dudley Capps
Associate - Army and ARNG
Programs

TEAM

BOARD OF ADVISORS



LTG Ray Palumbo, Army
(Ret.), SOCOM



Maj Gen Buddy Titshaw, USAF
(Ret.), Former FL TAG



Pete Peduzzi, Army (Ret.)
Chairman & Founder

ADVISORS

CLIENTS



L3HARRISTM
FAST. FORWARD.



NGAUS



BLANKROME
Government Relations LLC



PAL

PARTNERSHIPS

PAST PERFORMANCE

- ❑ Prime on JMAS Contract for 10 years → 66M
- ❑ Guided Avalex to win A10 cockpit refresh contract → 20M
- ❑ Secured 2 DSP-5 export licenses from State Dept for an over 500,000 contract with a foreign nation.
- ❑ National Guard acquisition of CARCOON USA mobile medical facilities for soldiers and airmen fighting COVID-19.
- ❑ Introduced CANADUS HD-1224 battery desulfator to the U.S. Army to help reduce \$80M/yr batteries.
- ❑ Introduced Growler Manufacturing and Engineering to the US Army, resulting in \$67M contract award.
- ❑ Support Boeing on AH-64, CH-47, and F-15EX initiatives, resulting in \$1.2B F-15EX procurement.
- ❑ Engaged with Sikorsky Aircraft for over 18 years to increase procurement of UH-60 Blackhawk Helicopters → 8BLN
- ❑ Assisted FLIR Systems' for nearly three decades, resulting in over 500 airborne IR sensors fielded to Army National Guard aircraft.

PAST PERFORMANCE

- ❑ Engaged with L3/Alenia North America to promote and advocate for the C-27J resulting in contract award for 78 C27J's → 21 aircrafts delivered, 567M.
- ❑ Worked with the CO delegation, DEA, and DHS to procure Pilatus PC-12 aircraft for the DEA, CBP, and SOCOM → 46M
- ❑ Worked with the LA delegation, HASC, and SASC to obtain \$15M for external fuel tanks for UH-1H in the ARNG.
- ❑ Worked with the NY delegation, HASC, and SASC, to \$9M to develop the existing Captive Boresight Harmonization Kit for the US Army AH-64 and Marine Corp AH-1W.
- ❑ Worked with the WV delegation, HASC, and SASC to obtain funding to procure 44 C-23 Sherpa Aircraft for the ARNG.
- ❑ Worked with the PA, MS, and TX delegations to obtain \$40M to acquire the C-38 to replace the C-21 in the Air Force in 1996 and operated until retirement in 2017.
- ❑ PAL has been the action catalyst for introducing several sub-systems relative to the aerospace and C4ISR mission areas.

SUMMARY

Our horizontal, matrixed, concept of operations is a cost-effective means to augment and propel our clients' marketing and business development aspirations towards success. With vast experience and access into the National Guard a key pillar, we develop and integrate all traditional and non-traditional acquisition strategies available, to get our clients across the finish line.



THANK YOU

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