



WHO WE ARE

Spettro, LLC is a Woman-Owned Small Business (WOSB) specializing in business development, capture, and proposal support for federal contractors. We deliver strategic support and subject matter expertise that helps organizations grow, compete, and win in the defense and federal marketplace.

With over \$3B in captured contracts and an 80% win rate, our team brings deep experience across the opportunity lifecycle—from market analysis and teaming to proposal development and orals coaching.

As we grow, Spettro is expanding into technical SME support and currently supports clients including the U.S. Army. We operate in both classified and unclassified environments to align with mission priorities and readiness goals.



CAPABILITIES

STRATEGIC PLANNING & MARKET INSIGHTS

- Core capability assessments
- Pipeline forecasting and strategic alignment
- Teammate identification for competitive positioning

BUSINESS DEVELOPMENT

- New business identification and qualification
- Strategic teaming and relationship building
- CRM system implementation and optimization
- Event engagement and outreach

PROPOSAL DEVELOPMENT & MANAGEMENT

- Proposal planning, writing, and compliance reviews
- Templates, schedules, and color team facilitation
- Cost/Price volume development and orals coaching
- Graphic design and visual storytelling

PRICE TO WIN STRATEGY

- Market, customer, and competitor pricing analysis
- Cost modeling and Win-Price scenario development
- Align pricing strategy with customer priorities and proposal differentiators

CAPTURE MANAGEMENT

- Win strategy development and implementation
- Black-hat sessions (themes, proof points, differentiators)
- Competitor and customer analysis

FRACTIONAL C-SUITE SUPPORT

- Interim executive leadership for growth-stage businesses
- Strategic oversight and infrastructure scaling
- BD, Operations, and Proposal leadership augmentation

PROGRAM MANAGEMENT

- Full lifecycle program execution
- Transition planning and financial reporting
- PM reviews and performance tracking

TECHNICAL EXPERTISE

- Electronic Warfare
- Aircraft Survivability
- C5ISR Enhancements
- Radio Frequency Engineering

WHY SPETTRO



100+ years of combined DoD, Healthcare IT, and federal experience



\$3B+ in captured contracts with an 80% win rate



Transparent communication and agile execution



Cleared resources aligned with mission priorities



WOSB, EDWOSB, MBE, DBE, SBE

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Facility Clearance: Secret | Primary NAICS: 541611

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PROVEN APPROACH

We don't just support—we embed. Spettro becomes a part of your mission. Our approach combines:

- **Intelligence-Driven Strategy** – We gather real-world insights, customer sentiment, and competitive signals—not just what's in SAM.gov.
- **Full-Lifecycle Support** – From initial targeting through program delivery—we're in the trenches with your team.
- **Tailored Enablement** – Through training, bootcamps, and SME surge support, we strengthen both people and processes.



SPECIALIZED OFFERINGS

- **SME Surge Support:** Quickly deploy cleared, specialized experts to support proposals or technical delivery efforts.
- **Capture & Proposal Bootcamps & Training:** Accelerated team training for fast-moving bids and critical pursuits.
- **PTW Workshops & Strategy:** Develop competitive pricing strategies aligned with customer value and acquisition priorities.

CLIENT FEEDBACK IN ACTION

“Spettro brought a fresh perspective and elevated our performance in the APG and Army market. They helped us identify, shape, and win five prime contracts under RS3. Their insight into customer dynamics, acquisition strategy, and the regional landscape gave us a strategic advantage every step of the way.”

— VP, Business Development, Large Defense Contractor

“You're a different kind of BD consultant. You don't just provide access—you dig deep, gather intel, research the market, and make meaningful connections. You stay engaged through the full lifecycle. And it's not just you—we get your entire team, a brain trust of high-caliber consultants who each bring their own perspective and expertise.”

— Director of Capture, Defense Contractor

“Spettro flexed with us—from early opportunity shaping to standing up delivery teams.”

— COO, Small Business Prime Contractor

“They helped us go from a 10% win rate to over 70%.”

— Senior Capture Manager, Federal Health IT