

growthlab⁷

GL100

FEDERAL MARKETING COMMUNICATIONS LEADERS FY2019

A Spotlight on Growth

As another fiscal year comes to a close, GrowthLab is proud to present our inaugural list of marketing communications leaders in the federal space. These rankings include the top 100 marketing communications firms based on FY2019 data for prime, unclassified contracts awarded across all U.S. federal agencies.

In addition to our industry-wide rankings, we highlight the firms making the biggest moves over the past year, in terms of new contract value captured. We also take an in-depth look at some of the small business leaders primed for continued growth in the public sector.

We look forward to sharing even more data and analysis in future iterations of this annual report. However, you don't have to wait a year to get insights from GrowthLab that are relevant to your business. Visit www.growthlab.us/insights to view our latest thinking on issues that matter to marketing communications firms in the federal space.

The year got off to a slow start for all federal contractors, as a 35-day government shutdown—the longest in American history—impacted nearly 10,000 companies in Q1.

Small businesses were hit particularly hard, to the tune of more than \$2.3 billion in lost revenue. Fortunately, agency spending picked up significantly as the year progressed, totaling more than \$586 billion by the end of Q4—a \$20 billion increase from FY2018.

Growth in government spending on marketing communications services modestly outpaced overall spending growth. By year's end, companies in the industry had been awarded roughly \$2.17 billion in federal dollars, up from \$2.07 billion in FY2018. Among all federal agencies, those comprising the Department of Health and Human Services spent the most on marketing communications solutions. The U.S. Army, the Department of Commerce, the U.S. Navy, and the U.S. Air Force round out the top five. Much of the spending across these departments can be attributed to several large ongoing contracts, specifically military recruitment contracts and Census-related awards. Not surprisingly, firms working on those contracts are heavily represented on our list.

Despite the roughly 4% increase in total contract value in FY2019, the number of marketing communications firms holding prime contracts took a slight dip, from 1,863 in FY2018 to 1,609 last year. In fact, nearly half of the companies that generated revenue from federal prime contracts in FY2018 didn't receive prime spend in FY2019. Among the 1,609 companies that did, the average contract value was a little more than \$1.3 million. That number hides the fact that a staggering 65% of those firms received less than \$100,000 in revenue from prime contracts.

The companies making our debut list of the top 100 represent a mix of industry bellwethers and young firms on the rise, and GrowthLab is proud to call a number of them clients and partners. Our hope is that this list will inform and inspire you as you develop your own strategies for competing in the federal space moving forward.

If you're looking to break into the world of government contracting for the first time, or hoping to see your firm move up this list in the coming years, we can help. GrowthLab specializes in growing public sector business for marketing communications firms, and we offer a range of services to companies at various stages of maturity in the government contracting space. For a complete overview of our capabilities, visit www.growthlab.us. If you're interested in learning more, don't hesitate to reach out - we'd love to hear about your specific challenges and explore potential solutions.

Otherwise, we hope you enjoy the first ever GL100 report, and we look forward to seeing you on this list in the coming years.

Stay hungry, stay well.

Sincerely,



Mike Kapetanovic
GrowthLab Principal



Tommy Benz
GrowthLab Principal

A SPOTLIGHT ON GROWTH

Methodology

Our analysis is focused on contractors performing work under the following marketing communications related NAICS codes: 512110, 512191, 512199, 519130, 541430, 541490, 541613, 541810, 541820, 541830, 541840, 541850, 541860, 541870, 541890, 541910, 541922, and 711320. Not every company on this list operates exclusively in the marketing communications sector. Several consultancies, professional services firms, and 8(a) ANCs made our rankings, since they do offer capabilities supporting marketing communications and had at least one prime award under one of the above NAICS codes in FY2019.

For each company included, we reviewed all current contracts to determine eligibility. That said, we've removed companies that don't sell marketing communications services, even if they contracted work under one of these codes (e.g., Boeing Company). In total, 61 companies that would have made this list based on FY2019 spend were left out of our rankings, since they're almost wholly engaged in work unrelated to marketing communications.

The industry saw a number of mergers and acquisitions in FY2019. For the purposes of our analysis, we used the combined revenue of companies involved in a merger to determine the new company's ranking on this list (e.g., revenue for Yes& is equivalent to combined revenue of PCI Communications, Leapfrog Solutions, and Leapfrog Solutions Acquisition).

In addition to presenting the top 100 firms based on overall FY2019 government contracting revenue, we also identify the top three firms based on size, and the top three carrying special SBA certifications, including 8(a), Historically Underutilized Business Zone (HUBZone), Woman-Owned Small Business (WOSB), and Service-Disabled Veteran-Owned Small Business (SDVOSB). To determine a company's size, we used open-market, non-GSA classifications (e.g., District Communications Group is considered "large", though it's still a SDVOSB on GSA).

This report accounts for prime contracts only. All references to contractor "revenue" reflect contract awards reported by the government for FY2019; not actual contract revenue reported by companies to the Securities and Exchange Commission. These numbers are different for a variety of reasons. Our rankings are based on agencies' net contract obligations, as reported by federal procurement officials when contracts are signed. The prime spend is a total sum inclusive of de-obligated contracts.

Our data is accurate as of August 1, 2020. If you notice discrepancies between our report and your own data, please let us know.

Movers & Shakers

A number of firms made huge strides in the federal space between 2018 and 2019, while even more experienced dramatic declines in public sector revenue. This trend is evidence of both an increasingly competitive landscape and the challenges associated with meeting government performance requirements.

As the government continues to modify the rules for securing large contract awards, more opportunities will be available to small businesses and firms that have the specialized capabilities federal agencies are seeking. In the coming years, all contractors should prioritize workforce development to meet agency needs for skilled labor, and proactively improve internal processes to ensure compliance amidst greater government oversight.

MOVERS & SHAKERS

Top 25 Companies

In total, 210 companies had \$1 million or more in prime contracts in either 2018 or 2019. Of those that eclipsed that mark in 2018, 19 didn't have any federal spend in 2019. Among the firms that fell off, **Jacob S. Eye Entertainment, LLC** saw the steepest decline, losing the **Air National Guard IDIQ** recruitment contract that brought in \$62 million in 2018 after a successful protest by competitor **March Marketing, LLC**. On the other hand, 13 companies saw their public sector portfolios soar above the \$1 million mark in 2019.

Leading the way was **ECU Communications**, which experienced a massive 2,564% increase in government business, largely due to revenue from the 2020 Census Recruiting Media Buys Program. While **WPP's** 105% jump

is good enough for the 20th spot on this list, the British multinational was the biggest gainer by far in terms of total dollar amount added. Like ECU, WPP benefited tremendously from Census-related work, which amounted to more than \$288 million in business for marketing communications firms in 2019, compared to around \$28.5 million in 2018.

Just off the list is **Omnicom Group, Inc.** which enjoyed substantial growth in its federal portfolio after winning the **U.S. Army** recruitment contract worth more than \$4 billion, of which \$111 million was recognized in 2019. That award accounted for nearly all of the global media conglomerate's impressive 81.66% increase in federal revenue for the year, but these 25 companies made even bigger moves.

Top 25 Companies (IN % CHANGE)

Rk.	NAME	2018	2019	% CHANGE
1	ECU COMMUNICATIONS	\$995	\$26,508	2564%
2	THE ENTERTAINMENT MARKETING GROUP	\$204	\$3,518	1625%
3	LUMINARY LABS	\$693	\$10,678	1441%
4	STRATACOMM	\$3,362	\$50,880	1413%
5	BIXAL SOLUTIONS	\$1,009	\$12,661	1155%
6	ABT ASSOCIATES	\$871	\$9,688	1012%
7	IGNITED	\$483	\$4,628	858%
8	ORGANIZATIONAL DEVELOPMENT RESOURCE GROUP	\$137	\$1,047	664%
9	TIPPING POINT SOLUTIONS	\$214	\$1,465	585%
10	MIND & MEDIA	\$332	\$2,091	530%

MOVERS & SHAKERS

Top 25 Companies (CONT'D)

Rk.	NAME	2018	2019	% CHANGE
11	ALEXANDER & TOM	\$733	\$2,593	254%
12	TMP WORLDWIDE	\$453	\$1,567	246%
13	TRIVISION	\$429	\$1,389	224%
14	SALTERMITCHELL	\$979	\$2,773	183%
15	INTERFACE MEDIA GROUP	\$473	\$1,282	171%
16	LEONARD RESOURCE GROUP	\$880	\$2,362	168%
17	THE HATCHER GROUP	\$641	\$1,535	139%
18	FINN PARTNERS	\$676	\$1,499	122%
19	MARCOM GROUP	\$2,665	\$5,560	109%
20	WPP GROUP USA	\$217,473	\$447,473	106%
21	THE SCIENTIFIC CONSULTING GROUP	\$7,339	\$14,445	97%
22	ELEVATION	\$7,402	\$14,489	96%
23	REINGOLD, J R & ASSOCIATES	\$9,827	\$18,860	92%
24	VISTRA COMMUNICATIONS	\$2,197	\$4,164	90%
25	VINTUN	\$617	\$1,131	83%

GL100

FEDERAL MARKETING COMMUNICATIONS LEADERS FY19

The rich got richer in 2019, as the top 10 companies on this list accounted for 59.81% of all federal spend awarded to marketing communications firms last year—up from 53.1% in 2018.

While 1,609 companies held prime contracts in 2019, the GL100 captured the vast majority of total contract value, though that dominance declined slightly, from 86.6% in 2018 to 79.61% last year.

These rankings include some of the biggest names in media and advertising, as well as a number of global consultancies that have continued to build marketing capabilities around their data expertise. However, plenty of small businesses and relative newcomers to the public sector also made their presence felt in FY2019, and they're well represented here.

Without further ado, we present the inaugural GL100.

GL100

Rk.	NAME	SPEND AWARDED
1	WPP GROUP USA	\$447,473
2	CMGRP	\$338,306
3	OMNICOM GROUP	\$257,353
4	PLOWSHARE GROUP	\$65,287
5	STRATACOMM	\$50,880
6	ECU COMMUNICATIONS	\$26,508
7	THE DISTRICT COMMUNICATIONS GROUP	\$25,740
8	REINGOLD, J R & ASSOCIATES	\$18,860
9	ELEVATION	\$14,489
10	THE SCIENTIFIC CONSULTING GROUP	\$14,445
11	ICF INTERNATIONAL	\$14,362
12	COMMUNICATEHEALTH	\$13,523
13	ACCENTURE	\$13,221
14	DANIEL J EDELMAN (EDELMAN)	\$13,210
15	FORS MARSH GROUP	\$12,963
16	CROSBY MARKETING COMMUNICATIONS	\$12,769
17	A. BRIGHT IDEA	\$12,715
18	BIXAL SOLUTIONS	\$12,661
19	ROCK CREEK STRATEGIC MARKETING	\$11,326
20	LEMPUGH (LMD)	\$11,235

GL100

Rk.	NAME	SPEND AWARDED
21	RTI INTERNATIONAL	\$10,850
22	FAMILY HEALTH INTERNATIONAL (FHI 360)	\$10,695
23	LUMINARY LABS	\$10,678
24	APTIVE RESOURCES	\$10,450
25	WESTAT	\$10,285
26	ALTARUM INSTITUTE	\$10,196
27	BRUNET GARCIA ADVERTISING	\$9,922
28	RACK-WILDNER & REESE (AKOYA)	\$9,818
29	ABT ASSOCIATES	\$9,688
30	CACI INTERNATIONAL	\$9,316
31	BARBARICUM	\$9,247
32	BETAH ASSOCIATES	\$8,836
33	IQ SOLUTIONS	\$8,729
34	PROFESSIONAL & SCIENTIFIC ASSOCIATES	\$8,338
35	BLAINE WARREN ADVERTISING	\$7,517
36	BOOZ ALLEN HAMILTON	\$6,284
37	AMERICAN INSTITUTES FOR RESEARCH (AIR)	\$6,193
38	UKPEAGVIK INUPIAT CORPORATION	\$6,185
39	HAGER SHARP	\$5,894
40	CHARLES TOMBRAS ADVERTISING	\$5,890

GL100

Rk.	NAME	SPEND AWARDED
41	MARCOM GROUP	\$5,560
42	MEDIA FUSION	\$5,249
43	IGNITED	\$4,628
44	HORNE CREATIVE GROUP	\$4,464
45	INSIGNIA FEDERAL GROUP	\$4,425
46	VISTRA COMMUNICATIONS	\$4,164
47	IPROSPECT TECHNOLOGIES	\$3,840
48	MCNEELY PIGOTT & FOX PUBLIC RELATIONS	\$3,825
49	MEDIACROSS	\$3,716
50	BANYAN COMMUNICATIONS	\$3,593
51	THE ENTERTAINMENT MARKETING GROUP	\$3,518
52	PCI COMMUNICATIONS	\$3,388
53	CONCEPTS	\$3,363
54	SCHATZ PUBLISHING GROUP (EMU TODAY & TOMORROW)	\$3,328
55	EXCIDION	\$2,930
56	ZAYAS HENDRICK MEDIAWORKS	\$2,826
57	NATIONAL CAPITOL CONTRACTING	\$2,817
58	SALTERMITCHELL	\$2,773
59	HUGE	\$2,669
60	ALEXANDER & TOM	\$2,593

GL100

Rk.	NAME	SPEND AWARDED
61	MEDIA BARN	\$2,471
62	TAFT COMMUNICATIONS SYSTEMS	\$2,414
63	THE LEONARD RESOURCE GROUP	\$2,362
64	CHITRA PRODUCTIONS	\$2,360
65	ADVANCED BUSINESS SOFTWARE CONSULTING	\$2,357
66	FERRARI FILMS	\$2,354
67	MIND & MEDIA	\$2,091
68	THE BRIDGE GROUP	\$2,085
69	TMGL	\$2,034
70	A.S.K. ASSOCIATES	\$1,981
71	JANSON COMMUNICATIONS	\$1,886
72	MONTAGE MARKETING GROUP	\$1,798
73	LINKS MEDIA	\$1,775
74	DYNAMIC INTEGRATED SERVICES	\$1,760
75	POST MODERN COMPANY	\$1,660
76	EXHIBIT ARTS	\$1,634
77	ENGAGEDIN	\$1,624
78	TMP WORLDWIDE	\$1,567
79	THE HATCHER GROUP	\$1,535
80	WIDMEYER COMMUNICATIONS	\$1,499

GL100

Rk.	NAME	SPEND AWARDED
81	MCKING CONSULTING CORPORATION	\$1,491
82	HOWARD VIDEO PRODUCTION	\$1,484
83	TIPPING POINT SOLUTIONS	\$1,465
84	IMAGE ASSOCIATES	\$1,435
85	VANGUARD COMMUNICATIONS OF FALLS CHURCH	\$1,432
86	LEONIE INDUSTRIES	\$1,400
87	POWELL STRATEGIES	\$1,392
88	TRIVISION	\$1,389
89	SUBJECT MATTER	\$1,381
90	K-MAR INDUSTRIES	\$1,350
91	THE BIZZELL GROUP	\$1,326
92	RED CARROT	\$1,316
93	INTERFACE MEDIA GROUP	\$1,282
94	METRO COMMUNICATIONS	\$1,147
95	ROCKET MEDIA GROUP	\$1,137
96	VINTUN	\$1,131
97	GRAFIK INDUSTRIES	\$1,128
98	EVENT SOURCE PROFESSIONALS	\$1,102
99	KGB MEDIA	\$1,094
100	PUBLIC ALLIANCE	\$1,050

Deep Dive: **Recognizing Category Leaders**

DEEP DIVE

Category Leaders

Over the course of our analysis, we segmented companies based on a number of attributes including size and small business certifications. Those didn't factor into a firm's eligibility for the GL100 rankings, and companies from each segment can be found on that list.

However, for those interested in a more nuanced view of the industry landscape, we reveal the top three leaders by category below.

Large Companies P G.15

- ▼ WPP Group USA
- ▼ CMGRP
- ▼ Omnicom Group

SDVOSB P G.18

- ▼ Aptive Resources
- ▼ Vistra Communications
- ▼ Dynamic Integrated Services

Small Business P G.16

- ▼ ECU Communications
- ▼ Elevation
- ▼ The Scientific Consulting Group

8a P G.19

- ▼ Brunet Garcia Advertising
- ▼ Ukpeagvik Inupiat Corporation
- ▼ Vistra Communications

WOSB P G.17

- ▼ ECU Communications
- ▼ The Scientific Consulting Group
- ▼ CommunicateHealth

HUBZone P G.20

- ▼ Schatz Publishing Group (Emu Today & Tomorrow)
- ▼ The Leonard Resource Group
- ▼ Chitra Productions

DEEP DIVE: CATEGORY LEADERS

Large Companies

1ST

#1 LARGE, #1 OVERALL
WWP Group USA

WWP

At a Glance (in 000's)

2018 PRIME CONTRACTS:
\$212,473

2019 PRIME CONTRACTS:
\$447,473

% GROWTH:
+105%

Largest 2019 Contracts:

\$288,023

Commerce
2020 Census

\$46,078

Defense
Navy

\$470

Homeland Security
U.S. Customs and
Border Protection

2018 RANKING: #2

WPP.COM

2ND

#2 LARGE, #2 OVERALL
CMGRP

CONSTITUENCY
MANAGEMENT
GROUP

At a Glance (in 000's)

2018 PRIME CONTRACTS:
\$472,032

2019 PRIME CONTRACTS:
\$338,306

% GROWTH:
-28%

Largest 2019 Contracts:

\$141,191

Defense
Army

\$132,114

Health and
Human Services
Food and Drug
Administration

\$54,363

Defense
Defense Human
Resources Activity

2018 RANKING: #1

CMGRP.COM

3RD

#3 LARGE, #3 OVERALL
Omnicom Group

OmnicomGroup

At a Glance (in 000's)

2018 PRIME CONTRACTS:
\$141,664

2019 PRIME CONTRACTS:
\$257,353

% GROWTH:
+81%

Largest 2019 Contracts:

\$111,163

Defense
Army

\$86,524

Defense
Air Force

\$30,267

Health and
Human Services
Centers for
Medicare and
Medicaid Services

2018 RANKING: #3

OMNICOMGROUP.COM

DEEP DIVE: CATEGORY LEADERS

Small Businesses

1ST

#1 WOSB, #6 OVERALL

ECU Communications



At a Glance (in 000's)

2018 PRIME CONTRACTS:
\$995

2019 PRIME CONTRACTS:
\$26,508

% GROWTH:
+2564%

Largest 2019 Contracts:

\$22,460

Commerce
2020 Census

\$1,269

Interior

\$470

Homeland Security
U.S. Secret Service

2018 RANKING: -

ECUCOMM.COM

2ND

#2 SMALL BUSINESS, #9 OVERALL

Elevation



At a Glance (in 000's)

2018 PRIME CONTRACTS:
\$7,402

2019 PRIME CONTRACTS:
\$14,489

% GROWTH:
+95%

Largest 2019 Contracts:

\$13,739

Homeland Security
U.S. Customs and
Border Protection

\$750

Health and
Human Services
Centers for
Medicare and
Medicaid Services

2018 RANKING: #23

ELEVATION-US.COM

3RD

#3 SMALL BUSINESS, #10 OVERALL

The Scientific Consulting Group



At a Glance (in 000's)

2018 PRIME CONTRACTS:
\$7,339

2019 PRIME CONTRACTS:
\$14,445

% GROWTH:
+96%

Largest 2019 Contracts:

\$11,555

Health and
Human Services
National Institutes
of Health

2018 RANKING: #54

SCGCORP.COM

DEEP DIVE: CATEGORY LEADERS

WOSB

1ST

#1 WOSB, #6 OVERALL

ECU Communications



At a Glance (in 000's)

2018 PRIME CONTRACTS:
\$995

2019 PRIME CONTRACTS:
\$26,508

% GROWTH:
+2564%

Largest 2019 Contracts:

\$22,460

Commerce
Census

\$1,269

Interior

\$470

Homeland Security
U.S. Secret Service

2018 RANKING: -

ECUCOMM.COM

2ND

#3 SMALL BUSINESS, #10 OVERALL

The Scientific Consulting Group



At a Glance (in 000's)

2018 PRIME CONTRACTS:
\$7,339

2019 PRIME CONTRACTS:
\$14,445

% GROWTH:
+96%

Largest 2019 Contracts:

\$11,555

Health and
Human Services
National Institutes
of Health

2018 RANKING: #54

SCGCORP.COM

3RD

#3 WOSB, #12 OVERALL

CommunicateHealth



At a Glance (in 000's)

2018 PRIME CONTRACTS:
\$13,534

2019 PRIME CONTRACTS:
\$13,523

% GROWTH:
0%

Largest 2019 Contracts:

\$4,538

Health and
Human Services
National Institutes
of Health

\$1,372

Health and
Human Services
Centers for
Medicare and
Medicaid Services

\$470

Health and
Human Services
Office of the
Assistant Sec. for
Administration (ASA)

2018 RANKING: #23

COMMUNICATEHEALTH.COM

DEEP DIVE: CATEGORY LEADERS

SDVOSB

1ST

#1 SDVOSB, #24 OVERALL

Aptive Resources



At a Glance (in 000's)

2018 PRIME CONTRACTS:
\$8,826

2019 PRIME CONTRACTS:
\$10,450

% GROWTH:
+18%

Largest 2019 Contracts:

\$7,371

Veterans Affairs
Veterans Health
Administration

\$2,411

Veterans Affairs
Veterans Benefits
Administration

\$470

Veterans Affairs

2018 RANKING: #45

APTIVERESOURCES.COM

2ND

#2 SDVOSB, #47 OVERALL

Vistra Communications



At a Glance (in 000's)

2018 PRIME CONTRACTS:
\$2,197

2019 PRIME CONTRACTS:
\$4,164

% GROWTH:
+89%

Largest 2019 Contracts:

\$1,526

General Services
Administration
Federal Acquisition
Services

\$1,414

Defense
Army

\$536

Veterans Affairs

2018 RANKING: -

CONSULTVISTRA.COM

3RD

#3 SDVOSB, #74 OVERALL

Dynamic Integrated Services



At a Glance (in 000's)

2018 PRIME CONTRACTS:
\$-

2019 PRIME CONTRACTS:
\$1,760

% GROWTH:
-

Largest 2019 Contracts:

\$1,000

Veterans Affairs

\$1,000

Veterans Affairs

\$1,000

Veterans Affairs

2018 RANKING: #54

DISCONSULTING.COM

DEEP DIVE: CATEGORY LEADERS

8a

1ST

#1 8A, #27 OVERALL

Brunet Garcia Advertising

BRUNET | GARCÍA

At a Glance (in 000's)2018 PRIME CONTRACTS:
\$8,9172019 PRIME CONTRACTS:
\$9,922% GROWTH:
+11%**Largest 2019 Contracts:**

\$5,342

Homeland Security
U.S. Citizenship
and Immigration
Services

\$2,500

Health and
Human Services
Centers for
Medicare and
Medicaid Services

\$697

Health and Human
Services
Centers for Disease
Control and
Prevention

2018 RANKING: #44

BRUNETGARCIA.COM

2ND

#2 8A, #38 OVERALL

Ukpeagvik Inupiat Corporation**At a Glance** (in 000's)2018 PRIME CONTRACTS:
\$7,3822019 PRIME CONTRACTS:
\$6,185% GROWTH:
-16%**Largest 2019 Contracts:**

\$5,596

Defense
Army

\$1,414

Defense
Army

2018 RANKING: #53

UICALASKA.COM

3RD

#3 8A, #47 OVERALL

Vistra Communications

VISTRA

At a Glance (in 000's)2018 PRIME CONTRACTS:
\$2,1972019 PRIME CONTRACTS:
\$4,164% GROWTH:
+89%**Largest 2019 Contracts:**

\$1,526

General Services
Administration
Federal Acquisition
Services

\$1,414

Defense
Army

\$536

Veterans Affairs

2018 RANKING: -

CONSULTVISTRA.COM

DEEP DIVE: CATEGORY LEADERS

HUBZone

1ST

#1 HUBZONE, #54 OVERALL

Schatz Publishing Group

(Emu Today & Tomorrow)

SCHATZ

At a Glance (in 000's)

2018 PRIME CONTRACTS:
\$4,716

2019 PRIME CONTRACTS:
\$3,328

% GROWTH:
-29%

Largest 2019 Contracts:

\$709

General Services
Administration
Office of
Administrative
Services

\$668

Housing and Urban
Development

\$337

Health and
Human Services
National Institutes
of Health

2018 RANKING: #62

SCHATZPUBLISHING.COM

2ND

#2, HUBZONE, #63 OVERALL

Leonard Resource Group



At a Glance (in 000's)

2018 PRIME CONTRACTS:
\$880

2019 PRIME CONTRACTS:
\$2,362

% GROWTH:
+168%

Largest 2019 Contracts:

\$1,897

Health and
Human Services
Health Resources
and Services
Administration

\$282

Agriculture
Food and Nutrition
Services

\$168

Health and
Human Services
Health Resources
and Services
Administration

2018 RANKING: -

LRGINC.COM

3RD

#3, HUBZONE, #64 OVERALL

Chitra Productions



At a Glance (in 000's)

2018 PRIME CONTRACTS:
\$3,361

2019 PRIME CONTRACTS:
\$2,360

% GROWTH:
-30%

Largest 2019 Contracts:

\$1,277

Defense
Army

\$502

National Science
Foundation

\$399

Defense
Army

2018 RANKING: #75

CHITRAPRODUCTIONS.COM



About Us

We are a team of former marketing communications agency executives who help marketing communications firms, consultancies, and holding companies win more business in the public sector. Founded in 2018 and headquartered in Washington, D.C., GrowthLab exists to support large and small organizations at every stage of the government contracting lifecycle, from breaking into the federal space to expanding an existing portfolio. We rely on our extensive network of partners as well as decades of combined experience leading new and established government contractors, to provide services that include: growth and/or public sector strategy, pipeline development, market intelligence, capture and teaming.

Not only have we helped secure billions of dollars in federal agency spend, but we've also helped companies build the teams, networks, and internal processes that allow them to operate more efficiently, improve market positioning, and win more contracts—year after year.

To introduce yourself, learn more about our services, or explore a potential engagement, get in touch with us at www.growthlab.us. We'd love to talk!