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Strategic Ranking of DLA JETS 2.0 Prime Contractors (Most to Least Strategic)

Using Prime Technical Services' past cleared staffing performance and BD playbook criteria, the five DLA JETS 2.0 primes are ranked below. Each ranking includes rationale (past roles filled, labor category alignment, insertion opportunities, geographic footprint, key contacts) and an **in-person BD location plan** with target cities/programs for face-to-face outreach.

1. Leidos – *Top Target for Cleared Staffing Partnerships*

- **Past Performance:** Leidos had the **highest volume of cleared roles filled** by Prime TS in the past year (over 130 positions) 【21†】. These roles spanned **cybersecurity analysts, network engineers, help desk techs, and intel analysts**, indicating broad demand across IT and intelligence functions [1] [2] . This high volume shows Leidos's heavy **reliance on external staffing** to meet cleared talent needs.
- **Labor Category Alignment:** Leidos' openings align well with Prime's core focus areas – **Cyber (SOC analysts, ISSOs)** [1] [3] , **Infrastructure/Systems Admin** (network & systems engineers) [4] , **Help Desk/Support**, and **SE&I**. These are precisely the cleared skill sets Prime TS supplies, making Leidos a strong strategic fit.
- **Cleared Insertion Opportunity:** Leidos appears **open to subcontractor staffing support**, given their numerous open cleared roles. The variety of programs (e.g. **CSIR cyber intel**, **DES help desk at Fort Belvoir** [5] , **GSMO II network/software engineering** [4]) suggests many insertion points. Prime TS can leverage this demand to insert cleared contractors into Leidos teams quickly.
- **Geographic Footprint:** Leidos' cleared roles were distributed across **multiple CONUS locations**, signaling many target sites for BD. Notably, Leidos had clusters at **Scott AFB, IL** (DISA logistics IT roles) and **Ft. Meade, MD** (intel community IT) 【22†】, in addition to work around the National Capital Region. This broad footprint means **more regional opportunities** to engage Leidos program managers where work is being executed.
- **Key Contacts:** Prime TS has **existing rapport with Leidos personnel** (e.g. a former colleague now at Leidos' BD team), easing access. Even without deep contacts, Leidos' volume of openings and use of small business partners make them approachable.
- **In-Person BD Location Plan:** Focus initial face-to-face outreach on Leidos at these high-impact locations:
- **Fort Belvoir, VA** – DLA Headquarters and J6 IT hub. Leidos has JETS-related program management here; schedule meetings with **JETS PMO leads and IT program managers** to offer cleared staff augmentation [6] .
- **Scott AFB (St. Louis area)** – Major Leidos operations for defense IT (e.g. DISA GSMO). High density of Leidos network engineers and cyber staff are on base 【22†】. **Target** the program manager and lead engineers for Leidos' Scott AFB contracts to pitch quick-fill cleared candidates.
- *(Secondary)* **Fort Meade, MD** – Home to Leidos intel and cybersecurity programs. An in-person visit can connect with Leidos' **cyber program leads** and cleared analysts to uncover backfill needs.

2. GDIT (General Dynamics IT) – *High Demand, Multi-Program Alignment*

- **Past Performance:** GDIT is a close second, with **~60 cleared roles filled** via Prime TS last year 【21†】. GDIT's requisitions covered a **diverse mix** of IT roles – from **Systems Administrators and Network Engineers** on defense intel programs [7] [8] to **ServiceNow Architects and DevOps Engineers** on IT modernization efforts [9] [10]. This breadth of placements shows GDIT's **heavy cleared staffing needs in multiple domains**.
- **Labor Category Alignment:** GDIT's needs map strongly to Prime's strengths: **Infrastructure/ Networks** (admins, NOC analysts) [7], **Software & DevOps** (ServiceNow, cloud engineers) [9], and **Help Desk** support [11]. They also require **TS/SCI cleared personnel** frequently [7] [12], aligning with Prime's cleared talent pool. This synergy in labor categories makes GDIT an ideal strategic partner.
- **Cleared Insertion Opportunity:** GDIT has a **track record of subcontracting for surge support**, evidenced by the steady flow of open cleared positions. Multiple GDIT programs (e.g. **BICES intel sharing**, **INSCOM IT support**, **IT2S4 enterprise IT**) had unmet staffing needs [7] [10]. These gaps present immediate insertion opportunities for Prime TS to place cleared contractors. Additionally, Prime's network includes known GDIT contacts (e.g. a **GDIT INSCOM hiring manager**) – a warm entry point to offer assistance on hard-to-fill roles.
- **Geographic Footprint:** GDIT's cleared work is **widely dispersed across CONUS**, which broadens where BD efforts can yield results. Key concentrations include the **NCR (DC/NoVA)** for Pentagon and agency programs, **Kirtland AFB, NM** (a cluster of GDIT cyber/IT personnel on an Air Force program) 【22†】, and **Fort Liberty (NC)** for Army support. This distribution means Prime can engage GDIT teams **both at DLA hubs and other bases** where GDIT has a strong presence.
- **Key Contacts:** Prime TS has **established relationships at GDIT** – for example, a GDIT contact in INSCOM who "came over for sushi lunch" (per internal notes) – indicating receptiveness. GDIT's team leads are familiar with Prime's value, smoothing the path for outreach.
- **In-Person BD Location Plan:** Prioritize in-person meetings with GDIT at the following locations to maximize impact:
- **Fort Belvoir, VA** – DLA JETS core site. GDIT's JETS program leadership and DLA client-facing teams operate here. **Meet with GDIT's JETS contract manager and technical directors** on-site to pitch rapid staffing solutions [6].
- **Albuquerque, NM (Kirtland AFB)** – GDIT has a significant cleared team at Kirtland (e.g. on a nuclear enterprise IT program). High density of **cleared systems engineers and cyber specialists** here 【22†】. Plan a visit to engage the GDIT site lead and identify upcoming needs; **target** infrastructure engineers and cleared admins who might need backfills or surge support.
- *(Secondary)* **Fort Liberty (Fayetteville, NC)** – GDIT's Army support programs (formerly Fort Bragg) host numerous cleared techs. An informal "wine-and-dine" with the GDIT project manager here could uncover openings for Prime TS to fill.

3. CACI International – *Incumbent Experience, Niche Opportunities*

- **Past Performance:** CACI had **~44 cleared roles filled** via Prime TS last year 【21†】. While lower in volume, CACI's placements were often on specialized programs, including **overseas IT projects** (e.g. BIM in Korea/Japan) and high-cleared cyber roles. CACI's filled roles ranged from **Systems Engineers** on forward-deployed missions to **Program/Project Managers** and **Cyber Analysts** on classified

programs [13] [14] . This indicates CACI leverages subcontractors for hard-to-source skill sets and surge needs in both CONUS and OCONUS.

- **Labor Category Alignment:** CACI's needs align with Prime's capabilities in **enterprise IT and cybersecurity**. For example, CACI's roles included **network engineers and admins** on DoD IT services (EITaaS) [15] , **cybersecurity analysts** (Tanium/Trellix SMEs) [14] , and **intel analysts (SIGINT, FMV)** supporting ISR missions [16] . Prime TS is well-positioned to supply these cleared technical and analytic roles. Additionally, CACI had some **program management support** roles, which Prime's cleared PM talent can fill [17] .
- **Cleared Insertion Opportunity:** As a **long-time DLA JETS incumbent**, CACI may have a solid base of staff but is now facing new competition under JETS 2.0. Their moderate number of open roles suggests **targeted insertion opportunities**, especially for niche or surge requirements (e.g. rapid fill for an overseas deployment or a new cyber task order). CACI also partners with small businesses on key tasks [18] [19] , meaning they are amenable to subcontractor help. Prime TS's past performance with CACI programs gives credibility to propose taking on any **hard-to-fill cleared positions**.
- **Geographic Footprint:** CACI's JETS-related work centers on **DLA and Pentagon-area projects** as well as some field activities. Many CACI cleared staff sit in **Northern Virginia (Chantilly)** supporting defense agencies, while others are at DLA sites or deployed (e.g. Stuttgart, Germany for VMOD) [20] . For in-person focus, **Fort Belvoir** and the **DC metro** stand out (proximity to DLA J6 and CACI's offices). Additionally, CACI's role as DLA Land & Maritime IT integrator suggests a presence near **Columbus, OH** (DLA Land & Maritime HQ), even if much work is remote.
- **Key Contacts:** Prime TS has an **inside connection with CACI** – e.g. a known CACI program manager ("Jack") in a new program – which can be leveraged to set introductory meetings. This familiarity, combined with CACI's incumbent status, makes for a warm approach to discuss how Prime can **augment their JETS delivery teams**.
- **In-Person BD Location Plan:** Target CACI's hubs where cleared program staff concentrate:
- **Fort Belvoir / Northern VA** – CACI's DLA JETS program management likely operates out of the Fort Belvoir area (and their nearby Chantilly office). Schedule a visit to **meet CACI's JETS PMO and tech leads**; emphasize Prime's success on similar contracts and readiness to fill gaps.
- **Columbus, OH** – Home of DLA Land & Maritime, where CACI has executed major JETS task orders [21] . A trip to Columbus (and DLA facilities there) to **take CACI managers to lunch** can solidify relationships. **Target** the CACI project managers overseeing procurement systems support, offering cleared IT talent to support expansion or turnover.
- *(Secondary)* **Huntsville, AL (Redstone Arsenal)** – CACI supports Army and DoD IT programs here and could have JETS-related cyber work. An optional trip to engage CACI's Huntsville division could uncover additional opportunities for cleared roles (if CACI leverages JETS for Army customers).

4. Peraton – *Emerging Player with Select Opportunities*

- **Past Performance: Peraton had no recorded job roles filled by Prime TS in the past year** (our data showed "No job records available" for Peraton) [22] . This suggests either Peraton's DLA work was newly won or staffed internally/through existing partners. Despite the lack of past placements, Peraton's inclusion as a JETS 2.0 prime and frequent prime on prior DLA tasks [23] signals potential future needs. As JETS 2.0 ramps up, **Peraton may encounter staffing gaps** where Prime TS can assist (especially if Peraton must rapidly staff new task orders).
- **Labor Category Alignment:** Peraton is known for **enterprise IT and cyber operations** support, which fits Prime's cleared talent strengths. Likely JETS labor categories for Peraton include **IT service**

desk, **network/cloud engineers**, and **cybersecurity specialists**, given their focus on "streamlining operations" for DLA and DoD [24] . Prime TS's pool of cleared IT professionals can meet these needs if Peraton opens up to subcontractor help.

- **Cleared Insertion Opportunity:** As a **newer large integrator**, Peraton may be building its bench on DLA work and could leverage small business partners to fill roles quickly. The opportunity here is **proactive outreach** – even without prior engagements, Prime TS can approach Peraton's JETS program leaders to offer support on any **hard-to-hire cleared positions** (especially if Peraton faces surge requirements or struggles to recruit for less desirable locations). An existing contact (e.g. a **Peraton account manager in Virginia**) provides a foot in the door to initiate these conversations.
- **Geographic Footprint:** Peraton's DLA JETS efforts will likely concentrate around **DLA headquarters (Fort Belvoir)** and possibly at key DLA centers. They have a broad national presence supporting DoD, so cleared staff might be spread across **mid-Atlantic sites**. For instance, if Peraton supports DLA Distribution, there may be staff at **New Cumberland, PA** (DLA Distribution HQ). Likewise, any DLA Troop Support IT tasks could place Peraton teams in **Philadelphia, PA**, and logistics systems work might occur in **Richmond, VA** (DLA Aviation). While these specifics are to be confirmed, they highlight regions where cleared Peraton staff could cluster.
- **Key Contacts:** Prime TS's network has a **Peraton connection** (noted in internal strategy documents), which can be tapped to identify the JETS 2.0 program manager. Establishing a relationship now is key, as Peraton might not yet have an entrenched subcontractor – making this a timely chance to become their go-to cleared staffing partner.
- **In-Person BD Location Plan:** Initiate relationship-building with Peraton through targeted visits at likely execution sites:
- **Fort Belvoir, VA** – Central to DLA JETS; Peraton's JETS program office and DLA customer interface will be here. Plan an intro meeting with the **Peraton JETS Program Manager** on-site [6] to pitch Prime's cleared talent pipeline as a low-risk solution for upcoming needs.
- **Harrisburg/New Cumberland, PA** – DLA Distribution hub where Peraton could be implementing IT services. **Invite the Peraton site lead for coffee or dinner in Harrisburg**, focusing on their **enterprise IT and warehouse logistics systems support**. Target job functions include cleared **systems admins and cybersecurity staff** supporting distribution systems – areas Prime TS can rapidly fill if vacancies arise.
- *(Secondary)* **Philadelphia, PA** – DLA Troop Support's location. If Peraton is tasked there, an in-person visit to Philly to meet Peraton's project manager could uncover needs for **cleared ERP specialists or supply-chain IT analysts** – roles Prime can supply.

5. Booz Allen Hamilton – *Large Integrator, but Limited Outsider Access*

- **Past Performance: Booz Allen had no identifiable cleared staffing roles filled by Prime TS in the past year**, as none of our captured job data were tied to Booz. This likely means Booz Allen either filled JETS positions internally or through established partners, making it the **least penetrable in the short term**. While Booz is a major JETS 2.0 prime, their staffing model skews toward internal recruitment and long-standing subcontractors, resulting in fewer immediate openings for a new partner.
- **Labor Category Alignment:** Booz Allen's JETS-related work probably emphasizes **consulting-heavy IT roles** – e.g. **enterprise architects, data analysts, cybersecurity engineers**, and **program management support** – consistent with Booz's consulting profile. These roles do fall within Prime TS's wheelhouse (cleared IT and analytic talent), so there *is* alignment. However, Booz's demand for

outside staff is less visible. Prime should be ready to supply high-caliber cleared experts if Booz encounters a talent shortfall in these areas.

- **Cleared Insertion Opportunity:** Booz Allen offers the **smallest insertion window** among the primes. They are known to be selective with new partners and often utilize internal bench or known vendors. Opportunities may arise if Booz Allen has niche needs or overflow work under JETS 2.0 that their core team can't cover. For example, if a task order requires a quick stand-up of dozens of cleared personnel across multiple sites, Booz might seek outside help. Prime TS should monitor Booz's JETS task orders and be prepared to **pounce on any request for cleared contractors**. Building credibility now (via past performance narratives and references) will be key to any future engagement.
- **Geographic Footprint:** Booz Allen's DLA work will be centered in the **National Capital Region**, given Booz's strong presence there and DLA HQ at Fort Belvoir. They may also position teams at major DLA centers – for instance, **Philadelphia, PA** (if Booz leads a Troop Support IT initiative) or **Richmond, VA** (Aviation logistics systems) – but these would still be managed by Booz's DC-area leadership. The **DC/NoVA corridor** is thus the primary theatre for Booz JETS personnel, with possible satellite teams at specific DLA sites.
- **Key Contacts:** Prime TS currently lacks direct contacts within Booz Allen's JETS program. Developing a connection will require persistence. Leveraging mutual acquaintances or attending DLA industry days where Booz's team is present could help **open doors for conversations**. Until then, Booz remains a longer-term strategic target.
- **In-Person BD Location Plan:** Approach Booz Allen with a **focused, HQ-centric strategy** and selective regional trips:
- **McLean & Fort Belvoir (NCR)** – Begin with Booz Allen's home turf. Request an introductory meeting at Booz's McLean, VA office or off-site near **Fort Belvoir** where their DLA project leaders meet. **Target Booz's JETS capture manager and delivery lead**, highlighting Prime's cleared staffing successes on similar programs as a value add. A high-level, relationship-building lunch in this area is the first step.
- **Philadelphia, PA** – If Booz is executing work at DLA Troop Support, plan a visit to **Philadelphia** to coincide with any DLA meetings. Offer to take Booz's on-site project manager to dinner, aiming to learn about their **pain points in staffing IT modernization roles**. Emphasize that Prime TS can supply cleared personnel in fields like SAP/ERP, cybersecurity, or cloud – should Booz need extra hands.
- *(Secondary)* **Richmond, VA** – With DLA Aviation in Richmond, if Booz has a footprint there, a casual trip to engage Booz's team lead at that site (e.g. over coffee near base) could plant seeds. **Focus the discussion on cleared** systems engineers and data specialists** Booz might require for logistics systems – demonstrating Prime's candidate pipeline in those areas.

Summary – Focus & Recommendations: Based on the above analysis, **Leidos and GDIT emerge as the top strategic targets** for immediate BD focus – they have the highest volume of cleared roles and broad alignment with Prime's services. Start with **Leidos (Rank #1)**: for the first face-to-face outreach, plan a trip to **Fort Belvoir, VA**, to engage Leidos's JETS leadership, then swing by **Scott AFB, IL** to cement ties with their field program managers. Next, engage **GDIT (Rank #2)** with a similar NCR approach and follow-up at **Kirtland AFB, NM** to tap their out-of-region needs.

CACI (Rank #3) should follow, leveraging their incumbent status but targeted needs – a visit to **DLA Columbus** on the same trip as a DC visit can show commitment. **Peraton (Rank #4)** and **Booz Allen (Rank #5)** are longer plays; initiate contact at **Fort Belvoir** for both to get on their radar, but allocate more effort to the receptive primes first. By prioritizing travel to the **locations with highest cleared staff density and**

program management presence (e.g. Fort Belvoir, Scott AFB, Columbus), Prime TS can maximize face time with decision-makers and position itself as the go-to partner on JETS 2.0. This tiered, location-specific approach ensures **efficient use of BD travel** – hitting the most promising opportunities first, while steadily building relationships with all five primes for sustained long-term growth.

Sources: Past placement data (Prime TS job history) [1] [9] [22] ; DLA JETS contract insights [23] [18] ; Prime TS BD playbook principles (Sales Prospecting Guide) [25] [26] .

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[1] [2] [3] [4] [5] [7] [8] [9] [10] [11] [12] [13] [14] [15] [16] [17] [20] [22] Consolidated Job History by Prime Contractor and Program.pdf
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