# Dossier: LCK Strategies Inc.

## SBIR Award Details

**Award Title:** N/A

**Amount:** $74,034.00

**Award Date:** 2024-05-13

**Branch:** USAF

## AI-Generated Intelligence Summary

**Company Overview:**

LCK Strategies Inc. is a US-based consulting firm specializing in government relations and strategic advisory services, with a strong focus on the defense, aerospace, and homeland security sectors. Their primary business is to help companies navigate the complex regulatory and political landscape of Washington D.C., enabling them to successfully bid for government contracts, influence policy decisions, and achieve their business objectives. Their core mission revolves around providing clients with expert advice and advocacy to secure funding, gain market access, and build lasting relationships with key decision-makers in the executive and legislative branches of the government. LCK Strategies aims to solve the problem of insufficient understanding and access to government channels that often hinder private sector innovation in these critical industries. Their unique value proposition lies in their deep understanding of the intricate dynamics within the Department of Defense, Congress, and other relevant agencies, combined with their extensive network of contacts and proven track record of success.

**Technology Focus:**

* While LCK Strategies is a consulting firm and not a technology developer, they provide consulting services related to advanced technology areas. Examples include supporting companies developing AI/ML-driven solutions for defense applications and advanced cybersecurity technologies.
* They specialize in helping clients navigate the complex Defense Federal Acquisition Regulation Supplement (DFARS) compliance requirements associated with emerging technologies within the defense industrial base.

**Recent Developments & Traction:**

* LCK Strategies continues to be recognized as a leading lobbying firm for the defense and aerospace sectors, consistently appearing on lists of top-performing firms based on reported lobbying revenue.
* Their principals actively participate in industry conferences and events, demonstrating continued engagement with the defense and aerospace community and providing thought leadership on relevant policy issues.
* Recent projects include supporting clients working with the Missile Defense Agency (MDA), Space Force, and other organizations.

**Leadership & Team:**

* Jeff Lovenguth (Principal): Possesses extensive experience in government relations and legislative affairs, with a strong background in defense and aerospace issues. Previous roles have included working on Capitol Hill and with other notable government relations firms.
* Joe Kiernan (Principal): Has deep experience in the national security sector, and has held leadership roles with a focus on homeland security and defense policy.

**Competitive Landscape:**

* BGR Group: Another leading lobbying firm with a strong presence in the defense and aerospace sectors. LCK Strategies differentiates itself through its possibly more specialized focus on mid-sized companies and innovative technology firms seeking to break into the government market.
* McKeon Group: A government relations firm founded by former Congressman Howard "Buck" McKeon. LCK Strategies differs through its more junior team and potentially faster, more agile approach to engagement.

**Sources:**

1. [https://www.lckstrategies.com/](https://www.lckstrategies.com/)

2. [https://lobbyingdisclosure.house.gov/](https://lobbyingdisclosure.house.gov/) (Search results for LCK Strategies)

3. [https://www.linkedin.com/company/lck-strategies/](https://www.linkedin.com/company/lck-strategies/)