# Dossier: SEQUOIA HOLDINGS, LLC

## SBIR Award Details

**Award Title:** N/A

**Amount:** $74,995.00

**Award Date:** 2023-12-15

**Branch:** USAF

## AI-Generated Intelligence Summary

**Company Overview:**

SEQUOIA HOLDINGS, LLC appears to be a multi-faceted company operating primarily in the defense and aerospace sectors. Based on available information, their core business revolves around providing comprehensive program management, engineering, and logistics support services to government clients, particularly within the Department of Defense and related agencies. Their mission is to deliver innovative and cost-effective solutions that enhance national security and operational effectiveness. They aim to solve problems related to system sustainment, modernization, and integration, often focusing on complex, multi-year projects. Their unique value proposition lies in their ability to offer a blend of technical expertise, project management acumen, and a deep understanding of government procurement processes, enabling them to act as a trusted partner for clients navigating the complexities of defense acquisition.

**Technology Focus:**

* Program Management: Delivering lifecycle systems support for a wide range of DoD programs, including aircraft, weapon systems, and communication networks. This involves managing budgets, schedules, risks, and performance metrics to ensure successful program execution.
* Engineering Services: Offering a broad spectrum of engineering capabilities, including systems engineering, software development, test and evaluation, and cybersecurity. They focus on providing tailored engineering solutions to address specific client needs and challenges.

**Recent Developments & Traction:**

* October 2023:\*\* Sequoia Holdings was awarded a $100 million contract for engineering and technical services to support the Naval Air Systems Command (NAVAIR).
* September 2022:\*\* Sequoia Holdings acquired Trideum Corporation, enhancing its engineering and technical capabilities in support of missile defense and aviation programs.
* July 2021:\*\* Sequoia Holdings expanded its presence with the opening of a new office location to support growth in key strategic market areas.

**Leadership & Team:**

* Rick L. Dean (CEO):\*\* Possesses extensive experience in the defense industry, including leadership roles at previous defense contracting firms. Proven track record of growth and successful program execution.
* While specific CTO and President titles were difficult to definitively confirm through open-source web searches, senior management is comprised of individuals with backgrounds in engineering, program management, and government contracting.

**Competitive Landscape:**

* CACI International: Similar scale and service offerings focusing on IT and engineering support to the DoD.
* Leidos: A major defense contractor providing a broad range of technology and engineering services. Sequoia differentiates itself through its specific focus on program management and a reputation for agility and responsiveness, allowing them to often win projects requiring specialized attention.

**Sources:**

* [https://www.sequoiainc.com/](https://www.sequoiainc.com/)
* [https://www.govconwire.com/2023/10/sequoia-holdings-wins-100m-navy-engineering-services-contract/](https://www.govconwire.com/2023/10/sequoia-holdings-wins-100m-navy-engineering-services-contract/)
* [https://www.sequoiainc.com/sequoia-holdings-acquires-trideum-corporation/](https://www.sequoiainc.com/sequoia-holdings-acquires-trideum-corporation/)