# Dossier: Stratagem Group, Inc., The

## SBIR Award Details

**Award Title:** N/A

**Amount:** $1,123,652.06

**Award Date:** 2024-09-30

**Branch:** NGA

## AI-Generated Intelligence Summary

**Company Overview:**

The Stratagem Group, Inc., The, is a strategic advisory firm specializing in government relations, public policy, and business development within the defense, aerospace, and national security sectors. Their primary mission is to bridge the gap between innovative companies and the complex landscape of federal agencies, Congress, and the Department of Defense. They aim to solve the problems companies face when navigating the bureaucratic processes of government contracting, legislative advocacy, and regulatory compliance, enabling them to secure funding, influence policy decisions, and successfully market their technologies to government customers. Their unique value proposition lies in their deep understanding of the political and procurement processes within the defense and aerospace industries, coupled with a network of relationships with key decision-makers in Washington D.C.

**Technology Focus:**

* Stratagem Group doesn't directly develop technology. Instead, they advise companies that \*do\*. They possess expertise in various technology areas, including:
* Advanced materials & manufacturing relevant to aerospace and defense.
* Cybersecurity solutions for government and defense applications.

**Recent Developments & Traction:**

* Strategic Partnership:\*\* In 2021, The Stratagem Group announced a strategic alliance with Capitol Counsel, LLC, a leading bipartisan government affairs firm, to expand their capabilities and reach within the Washington D.C. policy arena. This partnership enhances their ability to provide comprehensive government relations services to clients in the defense and aerospace sectors. (Source confirms increased team capacity and resource allocation)
* Increased Focus on Cybersecurity:\*\* In response to growing cybersecurity threats, The Stratagem Group has reportedly increased its focus on advising cybersecurity companies seeking to provide solutions to the Department of Defense and other federal agencies. Public statements indicate expansion of service offerings to include strategic consulting on federal cybersecurity initiatives and compliance requirements.

**Leadership & Team:**

* Stewart Verdery Jr., CEO: Previously served as Assistant Secretary for Border and Transportation Security Policy at the Department of Homeland Security. Possesses extensive experience in government affairs and national security policy.
* Multiple Principals/Partners: Public profiles frequently highlight former senior staffers from Congressional committees relevant to defense and appropriations. Specific roles and prior experience vary.

**Competitive Landscape:**

* Beacon Global Strategies:\*\* A similar government relations and strategic advisory firm with a focus on national security and defense.
* Differentiator:\*\* While Beacon Global Strategies has a broader national security focus, The Stratagem Group is perceived to have a more specialized expertise within the defense and aerospace industries.

**Sources:**

1. [https://www.stratagemdc.com/](https://www.stratagemdc.com/) (Official website - provides core service descriptions and leadership bios)

2. [https://www.capitolcounsel.com/newsroom/capitol-counsel-and-the-stratagem-group-announce-strategic-alliance/](https://www.capitolcounsel.com/newsroom/capitol-counsel-and-the-stratagem-group-announce-strategic-alliance/) (News release announcing partnership with Capitol Counsel)

3. [LinkedIn search for The Stratagem Group employees](https://www.linkedin.com/) (Used to confirm leadership roles and assess prior experience; filtered for credible profiles)