



E3 MANAGEMENT CONSULTING, LLC

In the crowded world of consulting and professional services, having a trusted partner can be the difference-maker in your success. Disillusioned with the drumbeat in larger consulting firms of, “revenue-first, clients-second,” E3 was founded under the premise that effectiveness and efficiency are complementary, not competing organizational states. We choose our projects carefully, because we only take on opportunities that we believe we can win.

Learn more at: www.e3mcllc.com

Corporate Fast Facts

- ◇ Founded in 2015 with HQ in Maryland
- ◇ EIN: 47-4406653
- ◇ DUNS: 079961898
- ◇ Cage Code: 7JTS1
- ◇ SBA-certified EDWOSB and WOSB
- ◇ Maryland state-certified SBE/DBE
- ◇ Nationwide network of consultants

Corporate Contact:

Etta Edwards, CEO
(410) 903-1057 or
eedwards@e3mcllc.com

***As an SBA– verified EDWOSB/WOSB, E3 is eligible for sole source & direct awards up to \$4MM, and no-cap, limited competition set-asides under the SBA WOSB program**

541611*	541612*
541613*	541618*
611430*	541990*
541519*	541219*
561110	

Experts in Effectiveness & Efficiency...E3.

E3 Management Consulting (E3) is an Economically Disadvantaged Women Owned Small Business (EDWOSB), WOSB, and Maryland Small & Disadvantaged Business Enterprise (SBE/DBE). Our **E**xperts in **E**ffectiveness and **E**fficiency (E3) help clients find and win government contracts and have captured billions in recognized revenue for our clients, and over \$1.5 Trillion in IDIQs (and counting).

- ◇ **\$5 Billion IDIQ Capture.** We understand compliance and how to work opportunities to success...for months, sometimes years.
- ◇ **MACs/GWACs/Contract Vehicles.** We on-ramp your company, help you navigate the complexities, and drive task orders to you.
- ◇ **\$25 Million Single Award BPA.** We’ve helped small to mid-size contractors win work in agencies they’ve never touched before.
- ◇ **\$4 Million 8(A) Direct Award.** You worked hard to get that socioeconomic status. Let us put it to work for you.
- ◇ **\$3 Billion Task Order Capture.** What’s the point of an IDIQ if you don’t win any task orders? We help drive (and win) task orders.

Why E3?

- ⇒ **No Learning Curve.** We’ve successfully won government contracts for clients and ourselves going on decades, so we’ll hit the ground running regardless of your product, service, or vertical.
- ⇒ **Need Trusted Partners?** We have a network of vetted partners in every socioeconomic status to round out your team.
- ⇒ **As Much or As Little As You Need.** We own your practice or we work alongside your program managers and leadership.
- ⇒ **We Understand Government.** We don’t need a glossary to communicate with you or your clients or your team.
- ⇒ **CRM Integration...Done.** Need a way to view our progress? We work within our CRM (or yours) and provide analytics, reports, and weekly updates on what we’re doing for you.
- ⇒ **Product, Service, and Everything in Between.** We’ve captured opportunities ranging from enterprise-wide cybersecurity frameworks, telecommunications; wireless communications, information technology, financial management, acquisition, human capital, accounting firms, accessibility, professional services, and much more.
- ⇒ **Still Not Sure?** It can feel strange allowing a consultant into your business. Not to worry: we operate under strict NDAs and quickly integrate into your everyday operations—as much or as little you like.

We Know Federal...



Case Study #1: A fortune 15 firm needed strategic business development, capture management, and bid & proposal support for an estimated 135+ task orders slated to arrive off an already-won IDIQ. E3 led teams across 13 functional workstreams to manage the opportunity response, providing strategic oversight and direction to score the client highest according to the government's Section M evaluation criteria. E3 leads task order responses ranging from \$400 Million-\$3 Billion, and the largest task order secured for the client was \$3 Billion in recognized revenue.

Case Study #2: A government contractor with annual revenues of \$35 Million was in need of additional support within their business development function. E3 assessed the organization, providing streamlining and workflow process automations where necessary. We created a pipeline worth of \$50 Billion, and managed the data and information of their customers. We led and won a \$25 Million IDIQ in a new customer agency within 4 months of our being contracted to support them. We then helped them hire and train permanent BD staff.

Case Study #3: A government contractor wanted to enter the federal market with no prior experience. We provided subject matter expertise in BD, capture, B&P, marketing, and a five year go-to market strategic plan with milestones. Following this plan, we captured a \$4M federal opportunity shortly after the strategic BD/Capture/B&P plan implementation.

And we have the chops to back it up. Take a look at our core skillsets and some of our awesome clients.

Core Skills

Business Development	Capture Management & Planning
Bid & Proposal Support	Pipeline Development
Performance Measurement	Strategic Planning & Performance
Customer Relationship Management	Influence of Procurements, Intelligence Network of COs, CORs, PMs)

Clients Served

