

THE SP GROUP LLC

DEFENSE & FEDERAL ADVISORY | WOMEN-OWNED SMALL BUSINESS

CAPABILITY STATEMENT

thespgroupllc.com
Southern Pines, North Carolina

Non-representational strategic advisory for defense contractors in the federal resource cycle.

CORE COMPETENCIES

Program & Budget Review Readiness. Test how a contract and the funding line behind it would hold up in the annual program and budget reviews, and identify programs that are stable, expanding, or under pressure.

Unfunded-Requirements Exposure Analysis. Identify contract areas at elevated risk of becoming lower-priority demand or unfunded requirements before formal descope actions occur.

Staffing-to-Deliverable Alignment. Assess whether current staffing matches the work being performed and identify role and capacity gaps that threaten execution.

Requirements & Resourcing Advisory. Advise on requirements implications, resourcing trade-space, and portfolio protection strategy from a PPBE-informed perspective.

Federal Traction & Pathway Development. Move early-stage defense and dual-use companies from cold posture to federal traction: opportunity maps, named contacts, positioning packages, and instrument execution.

Targeted Document & Proposal Review. Structured review of capability statements, contract proposals, and branch or operating-area function.

DIFFERENTIATORS

Principal-led delivery. Every engagement is led by a single dedicated principal with direct federal-resourcing experience. No offshoring, no junior teams.

Fixed-fee, milestone-based. Offerings are priced as defined packages with clear deliverables. Milestone-based engagements tie fees to documented evidence, not activity.

Non-representational. Strategic advisory only, not lobbying or representation. Candid assessment without conflict.

PPBE-fluent. Program and budget analysis experience within the PPBE process at the Combatant Command level.

PRINCIPAL EXPERIENCE

U.S. Special Operations Command (USSOCOM). Program and Budget Analyst, 2020 to 2023. Worked within the PPBE process on program and budget analysis and resource priorities with Congress.

U.S. Army Western Hemisphere Command (USAWHC). Department of the Army civilian, 2023 to present. The SP Group is a personal-capacity business; views are her own and do not represent the Army or DoD.

SERVICE OFFERINGS

90-Day Federal Traction Engagement

Pricing on request

Fixed-scope 90 days that move early-stage defense or dual-use companies from cold posture to demonstrated federal traction. Weekly working session, four evidence-based milestones, and a Day 90 review that can graduate the client into the 24-Month Federal Roadmap.

Program and Budget Review Simulation

Pricing on request

30-day review of one contract, read the way CAPE program reviewers and Comptroller budget reviewers read it. Deliverables: funding-line map, mock issue paper, mock budget decision, evidence pack, 90-day action plan.

Monthly Advisory Subscription

Pricing on request

Ongoing POM signal monitoring, monthly strategy call, and follow-up analysis. Keeps the findings of the initial review current.

Targeted Document Review

Pricing on request

Focused fixed-fee review of one capability statement, contract proposal, or branch operating area. Delivered in under 10 hours.

COMPANY DATA

LEGAL NAME

The SP Group LLC

BUSINESS TYPE

Women-Owned Small Business

FOUNDER

Heather Brown

LOCATION

Southern Pines, NC

FOUNDED

2026

TITLE

Founder & Principal Advisor

NAICS CODES

541611 – Administrative Management Consulting
541618 – Other Management Consulting Services
541990 – Other Professional & Technical Services