

ARDAK CORPORATION

Minnetonka, MN • Englewood, CO
Colorado Springs, CO • San Diego, CA

Consolidated competitors; decreasing budgets; increasing scrutiny; reduction in sole source awards; all these things and more combine to make the current US Federal Government contracting environment the most competitive ever. Companies that partner with ARDAK are afforded a competitive advantage. ARDAK's competitive intelligence provides US Federal Government contractor's with the actionable information necessary to significantly increase their probability of winning (PWIN).

For over 25 years ARDAK has provided superior expertise in providing competitive intelligence with unmatched consistency and accuracy.

Our areas of expertise include Wrap Rates, High Level Decompositions, Low Level Decompositions, Should Cost Analysis, Price to Win (PTW), Rate to Win (RTW), Labor Category Analysis and US Government Agency Budget Analysis.

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When You Must Win

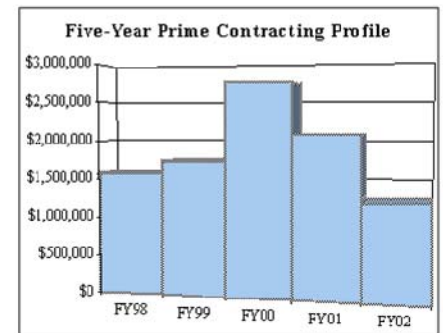


COMPETITOR ANALYSIS

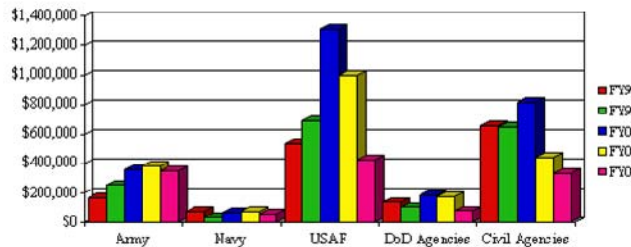
To make a competitive assessment for your overall strategy, you need access to competitive intelligence. Extracts from ARDAK's datamarts will provide an overview of a competitor's contract history over the previous five years.

FY98 - FY02 | TRW, Inc. | U.S. Federal Government Prime Contract Actions (in \$1,000s), FY00-FY04.

Appropriation	FY98	FY99	FY00	FY01	FY02	5-Yr Avg
R&D	\$599,708	\$616,823	\$675,554	\$595,793	\$400,664	31%
O&M	\$824,070	\$939,932	\$1,884,643	\$1,337,857	\$759,557	61%
Procurement	\$141,537	\$182,411	\$180,366	\$149,573	\$89,591	8%
MILCON	\$11,017	\$1,632	\$0	\$0	\$0	0%
Dep't/Agency						
Army	\$170,021	\$254,693	\$355,758	\$385,112	\$330,100	16%
Navy	\$79,085	\$35,648	\$68,636	\$78,018	\$58,022	3%
USAF	\$533,841	\$692,515	\$1,314,721	\$1,000,578	\$427,032	42%
DoD Agencies	\$133,202	\$106,449	\$183,852	\$178,940	\$80,090	7%
Civil Agencies	\$655,183	\$651,493	\$817,596	\$440,615	\$334,568	31%
Total	\$1,576,332	\$1,740,798	\$2,740,563	\$2,083,263	\$1,249,812	
				Contract Actions/Year:		1,695
				Average Value:		\$1,108



Department/ Agency Balance



Appropriations Balance

