

# ARDAK CORPORATION

Minneapolis, 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.

400 Inverness Parkway  
Suite 200  
Englewood, CO 80112  
(720) 279-6350 Office  
(720) 279-6349 Fax  
bradslack@ardak.com

When You Must Win

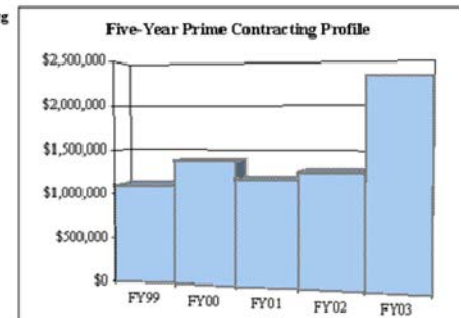


## MARKET SUMMARY

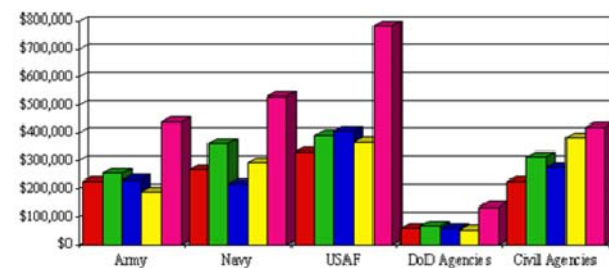
ARDAK's Market Summary charts are based on actual contract obligations for the previous five years. The market summary provides visibility into the appropriation base and customer base subdivided by department and/or agency.

U.S. Federal Government Prime Contract Actions (in \$1,000s), FY99-FY03  
FY99 - FY03 | Information Assurance Market

Appropriation	FY99	FY00	FY01	FY02	FY03	5-Yr Avg
R&D	\$286,812	\$313,888	\$293,040	\$287,615	\$412,642	22%
O&M	\$282,624	\$403,872	\$305,477	\$337,293	\$589,680	26%
Procurement	\$537,022	\$668,360	\$589,647	\$654,087	\$1,298,315	52%
MILCON	\$0	\$0	\$10	\$39	\$4,404	0%
<b>Dep't/Agency</b>						
Army	\$224,335	\$253,873	\$232,203	\$188,411	\$438,549	18%
Navy	\$269,004	\$339,896	\$215,756	\$292,086	\$528,288	23%
USAF	\$330,253	\$392,230	\$405,381	\$366,616	\$783,501	31%
DoD Agencies	\$57,883	\$66,664	\$57,295	\$50,686	\$135,429	5%
Civil Agencies	\$224,979	\$313,456	\$277,540	\$381,238	\$419,359	22%
<b>Total</b>	<b>\$1,106,454</b>	<b>\$1,386,119</b>	<b>\$1,188,175</b>	<b>\$1,279,037</b>	<b>\$2,305,126</b>	
				Contract Actions/Year:		55,413
				Average Value:		\$26



Department/Agency Balance



Appropriations Balance

