

V. Alexandra is a boutique strategic consulting firm that helps government contractors win contracts, execute programs, and grow with confidence — across the entire contract lifecycle.

FIRM OVERVIEW

Headquartered in Huntsville, Alabama — one of the nation's premier defense and aerospace corridors — V. Alexandra serves government contractors nationwide. The firm was founded by experienced government contracting practitioners, and its consulting is grounded in hands-on work inside complex defense programs: budgets defended, estimates briefed to executives, and the true cost of winning and performing measured in real dollars.

Where large consultancies price out the small and mid-tier firms that make up most of the industry, and solo specialists force contractors to stitch support together across vendors, V. Alexandra occupies the gap: large-firm analytical depth, boutique attention, and one accountable partner from capture through recompet.

ENGAGEMENT MODEL — EXECUTIVE ADVISORY FIRST

Executive clients rarely arrive knowing which service they need — they arrive with an objective. Every engagement therefore begins at the principal level.

Advise

We assess where you are in the lifecycle and what stands between you and the outcome.

Align

We assemble the right mix of practices around your objective — no more, no less.

Execute

We deliver with documented discipline, and stay accountable to results.

WHO WE SERVE

PRIME CONTRACTORS

SMALL & EMERGING BUSINESSES

GOVERNMENT CONTRACTORS

EXECUTIVE LEADERSHIP TEAMS

PMOS & PROGRAM TEAMS

PROFESSIONAL SERVICES FIRMS

Confidence at Every Stage.


OPPORTUNITY
IDENTIFICATION
CAPTURE
STRATEGY
PRICING &
COST
STRATEGY
PROPOSAL
DEVELOPMENT
CONTRACT
AWARD
PROGRAM
FINANCIAL
MANAGEMENT
OPERATIONAL
EXCELLENCE
GROWTH &
RECOMPETE

Six practices, sequenced to the government contract lifecycle. Each stage feeds the next, so nothing is lost in a hand-off — because there are no hand-offs.

01 Capture Strategy & Growth

Position to win long before the RFP is released.

Opportunity assessment · capture planning · win strategy · business development strategy · competitive positioning · pipeline development · customer engagement planning · capture & gate reviews · growth strategy · proposal readiness

FEEDS → PRICING & COST STRATEGY

02 Pricing & Cost Strategy

Bid the price that wins — and still performs.

Price-to-win analysis · cost modeling · competitive pricing · Basis of Estimate · independent pricing reviews · pricing strategy · risk analysis · Monte Carlo simulation · executive pricing advisory · FAR-compliant pricing support

FEEDS → PROPOSAL DEVELOPMENT

03 Proposal Development & Business Growth

Compliance gets you considered. Strategy gets you selected.

Proposal management · proposal coordination · compliance matrices & reviews · capability statements · past performance development · executive (color team) reviews · proposal graphics · business development support

FEEDS → CONTRACT AWARD → PROGRAM FINANCIAL MANAGEMENT

04 Program Financial Management

Winning was the milestone. Margin is the mission.

Budget planning · forecasting · EAC development & support · variance analysis · program controls · executive reporting · subcontract financial management · financial discipline systems

FEEDS → OPERATIONAL EXCELLENCE & PMO

05 Operational Excellence & PMO

Growth breaks improvised operations. Build systems instead.

Executive operations · PMO design & support · operational planning · process improvement · workflow design · SOP development · knowledge management · operational readiness · executive documentation

FEEDS → GROWTH & RECOMPETE

06 AI-Enabled Business Transformation

AI is leverage. Strategy decides where to apply it.

AI workflow automation · business process automation · knowledge systems · prompt libraries · operational efficiency · executive AI solutions

CROSS-CUTTING — ACCELERATES EVERY PRACTICE

EXECUTIVE EXPERTISE & GOVERNMENT CONTRACTING EXPERIENCE

The firm's foundations were built inside major defense contracts: program financial management, budgeting and forecasting, EAC development and executive briefing, variance analysis, subcontractor financial tracking, and leadership reporting in FAR-governed environments. That experience informs every practice — from the price the firm recommends to the program discipline it implements.

DIFFERENTIATORS

- Built by practitioners, not career consultants
- Full-lifecycle continuity — one accountable firm
- Pricing & risk analytics depth rare at boutique scale
- Principal-level attention on every engagement
- AI-enabled delivery: boutique speed, big-firm rigor
- Huntsville defense-corridor headquarters

CLIENT VALUE

- Reduced risk on must-win pursuits
- Decision-grade analysis leadership can defend
- Increased competitiveness on price and positioning
- Disciplined execution that protects margin
- Repeatable systems that scale with growth
- Confidence at every stage of the lifecycle

ENGAGEMENT STANDARDS

Principal-led delivery. Every engagement is led at the principal level — clients work with senior consultants from the first conversation through the final deliverable, never handed down to junior staff.

Documented discipline. Work products are structured, reviewed, and built to withstand executive, evaluator, and audit scrutiny. Deliverables arrive complete, on schedule, and ready for decision-makers.

Confidentiality by default. Client information is handled with the discretion the defense and government contracting industry expects — in every system, workflow, and communication.

Advisory first. Every engagement begins with a strategic conversation, not a service selection — and remains accountable to the client's outcome, not the scope document alone.

TOOLS & PLATFORMS

Deltek Costpoint · Microsoft 365 & Excel-based program control environments · Modern AI platforms (applied under structured data-handling guardrails)

START THE CONVERSATION

Whether you're facing a must-win pursuit, a program that needs discipline, or a growth plan that needs structure — the first step is the same. Contact a principal directly; you'll receive a response within one business day.

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