DMK Project Solutions Services

"Supporting Your Projects from Conception to Completion"

BUSINESS DEVELOPMENT SERVICES

CAPABILITIES & COMPETITIVE EDGE

https://dmkprojects.com/

DMK PROJECT SOLUTIONS SERVICES | EXECUTIVE DASHBOARD

OVERVIEW

DMK Project Solutions Services is a Certified Small Business with over 40 years of combined industry experience, providing Business Development, Owner's Rep/Project Management services across data center, construction, power, and infrastructure sectors. DMK delivers end-to-end project solutions driving growth, guiding execution, and ensuring every project moves from concept to completion with precision, accountability, and lasting results.

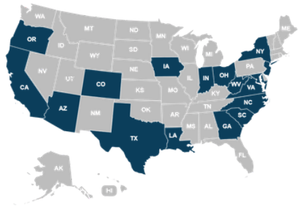
LICENSE & CERTIFICATIONS

- Certified Small Business
- Licensed General Contractor
- Licensed Business, Loudoun County, VA
- Better Business Bureau Rating= A
- Procore Certified
- OSHA 30 Certified

CURRENT PROJECTS

- 54 MW Data Center – Ashburn, VA
- Power Management-300 MW Substation
- Main Security Gate replacement in Ashburn, VA
- Mission Critical Buildout $56M
- Mission Critical Whitespace Buildout - $33.5M
- 64MW Data Center–Dulles, VA

CURRENT SERVICE MARKETS



SUSTAINABILITY

- Carbon Neutrality Goals
- Sustainable Packaging
- Renewable Energy Use
- Water Conservation
- Sustainable Sourcing
- Electric Vehicle Adoption

KEY SERVICES

- Owner's Rep/Project Management
- Business Development Services
- Market Intelligence & Opportunity
- Identify, Generate & Acquire Clients
- Partnership & Channel Development
- Client Retention & Relationship Management

DIVERSITY & INCLUSION

- Hiring & Recruitment Strategies
- Employee Resource Groups (ERGs)
- Training & Education
- Inclusive Policies & Benefits
- Leadership & Accountability
- Inclusive Workplace Culture

KEY COMPANY CONTACTS

Paul Bradford
President

Kelly Sponseller
EVP of Operations

Greg Bradford
EVP of Field Operations

Rekik Netsanet
Sr. Dir. of Business Development

Alexa Blondin
Dir. of Business Development

View more on our website:
www.dmkprojects.com

DMK Main Office: 866-365-2024

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EXECUTIVE OVERVIEW

DMK Project Solutions Services brings a focused set of business development competencies that drive growth, unlock new opportunities, and deliver strategic value. Our expertise spans market analysis, relationship-driven outreach, sales execution, and cross-functional leadership—positioning us to lead complex initiatives from concept to close.

DMK CORE BUSINESS DEVELOPMENT COMPETENCIES

LEAD GENERATION & RELATIONSHIP BUILDING

Identify new opportunities, assess trends, and align offerings to market needs

SALES ENABLEMENT & GROWTH EXECUTION

Execute marketing campaigns, develop growth strategies, and close deals through strong proposal and negotiation skills

MARKET STRATEGY & OPPORTUNITY DEVELOPMENT

Drive pipeline growth through targeted outreach, networking, and relationship building

INTERNAL LEADERSHIP & PERFORMANCE REPORTING

Collaborate cross-functionally, mentor staff, and deliver executive-level reporting on business development performance

WHAT MAKES DMK "SPECIAL"

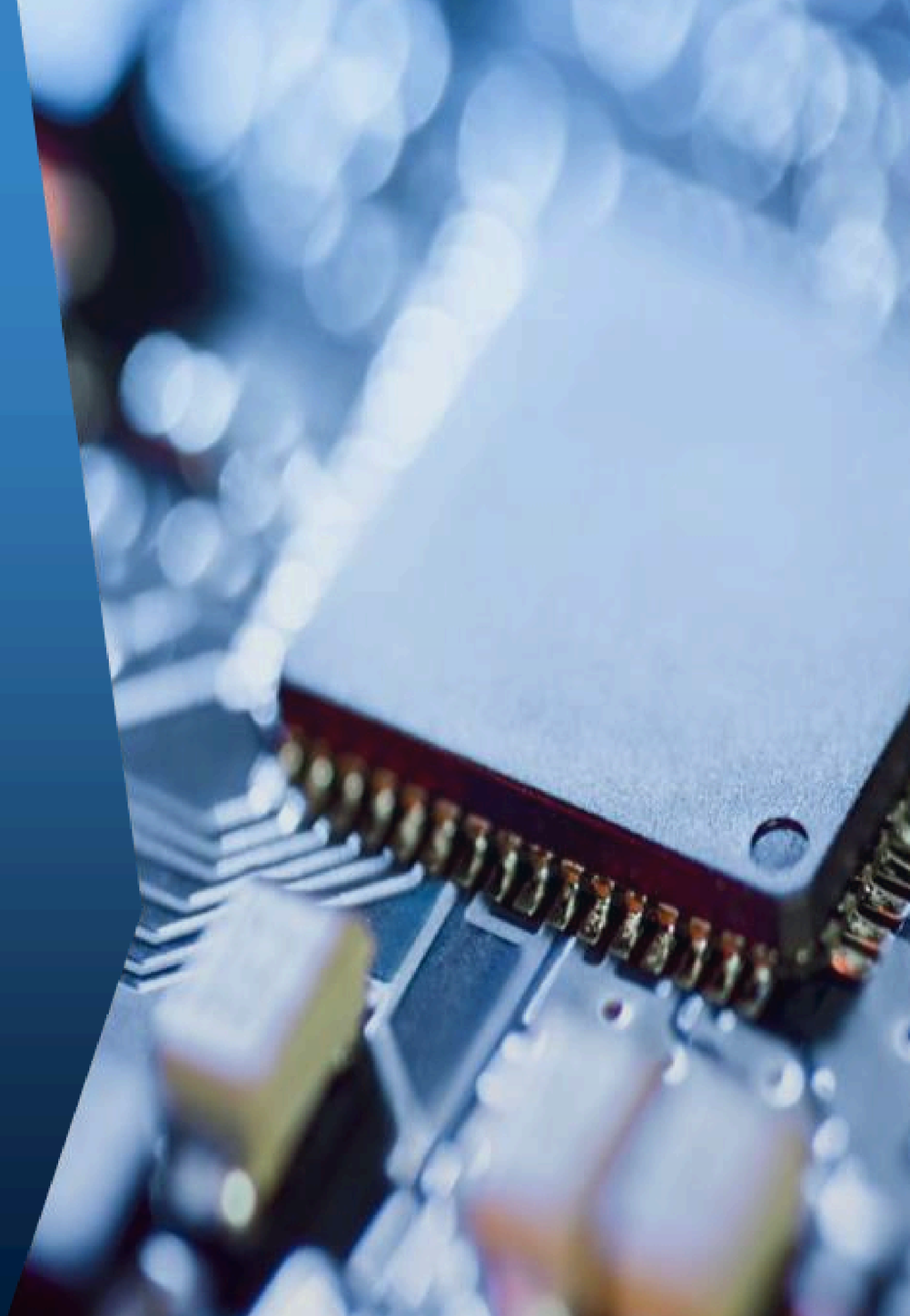
Full-Spectrum Growth Expertise: We drive both organic and inorganic growth—from B2B sales strategies to identifying and vetting acquisitions that align with your long-term goals.

Targeted Access to Opportunities: Our deep industry relationships allow us to open doors others can't—helping clients gain early access to emerging markets, partnerships, and buyers.

End-to-End Project Advisory: We guide projects from concept to completion, including land acquisition, developer sourcing, and delivery planning—backed by feasibility studies, pro formas, and custom cost models.

Capital Strategy with Execution Power: We don't just talk capital—we help you raise it. From early-stage project funding to structuring land deals and infrastructure investment, we help you move from idea to execution.

Agile, Executive-Level Delivery: We integrate across internal teams while providing executive-level reporting and market intelligence, ensuring alignment from strategy through implementation.



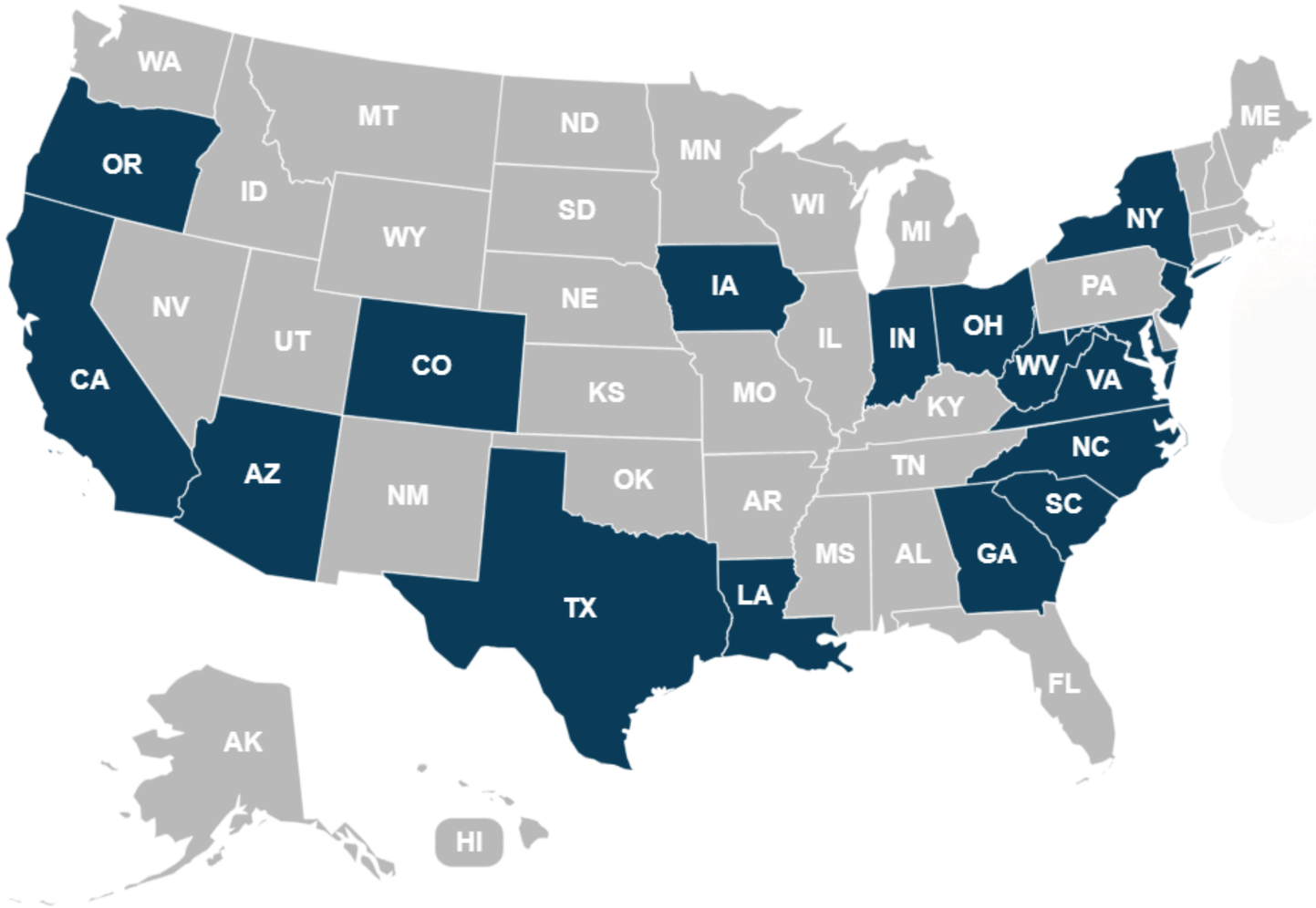
DMK SUSTAINABILITY FOCUS & COMMITMENT

- CARBON NEUTRALITY GOALS
- RENEWABLE ENERGY USE
- WATER CONSERVATION
- SUSTAINABLE SOURCING
- SUSTAINABLE PACKAGING
- ELECTRIC VEHICLE ADOPTION

DMK SUPPORT SERVICE AREAS

- Opportunity Identification
- Lead Generation & Client Acquisition
- Partnership & Channel Development
- Sales Strategy & Execution
- Capital Strategy & Deal Structuring
- Relationship Management

DMK MARKET SERVICE AREAS



LEADERSHIP TEAM

Paul Bradford
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Kelly Sponseller
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