



**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	CURRENT PROJECTS	LICENSE & CERTIFICATIONS
<p>DMK is a Certified Woman Owned Small Business providing Owner’s Rep and Project Management Services. With deep expertise in both new builds and renovations, we deliver end-to-end solutions—taking projects from concept through to successful completion with precision and accountability.</p>	<ul style="list-style-type: none">• 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	<ul style="list-style-type: none">• Certified Woman Owned Small Business• Licensed General Contractor• Licensed Business, Loudoun County, VA• Better Business Bureau Rating= A• Procore Certified• OSHA 30 Certified
CURRENT SERVICE MARKETS	SAFETY PROGRAM	SUSTAINABILITY
	<ul style="list-style-type: none">• All PM/OR are OSHA 30 certified.• Zero Reportable work injuries for FY 2025.• Weekly project progress meetings• All PM/OR are First Aid and CPR certified.• DMK conducts on going safety training for internal and external customers.	<ul style="list-style-type: none">• Carbon Neutrality Goals• Sustainable Packaging• Renewable Energy Use• Water Conservation• Sustainable Sourcing• Electric Vehicle Adoption
KEY COMPANY CONTACTS	KEY SERVICES	DIVERSITY & INCLUSION
<p>DMK Main Office: 866-365-2024</p> <div><div><div>Lisa Bradford CEO</div></div><div><div>Paul Bradford President</div></div><div><div>Kelly Sponseller VP of Operations</div></div><div><div>Alexander Sciacca Business Development Manager</div></div></div> <p>Individual contact info on slide # 11</p>	<ul style="list-style-type: none">• Owner Reps & Project Managers• Business Development Services• Market Intelligence & Opportunity• Identify, Generate & Acquire Clients• Partnership & Channel Development• Client Retention & Relationship Management	<ul style="list-style-type: none">• Hiring & Recruitment Strategies• Employee Resource Groups (ERGs)• Training & Education• Inclusive Policies & Benefits• Leadership & Accountability• Inclusive Workplace Culture

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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

MARKET STRATEGY & OPPORTUNITY DEVELOPMENT

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



SALES ENABLEMENT & GROWTH EXECUTION

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

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.



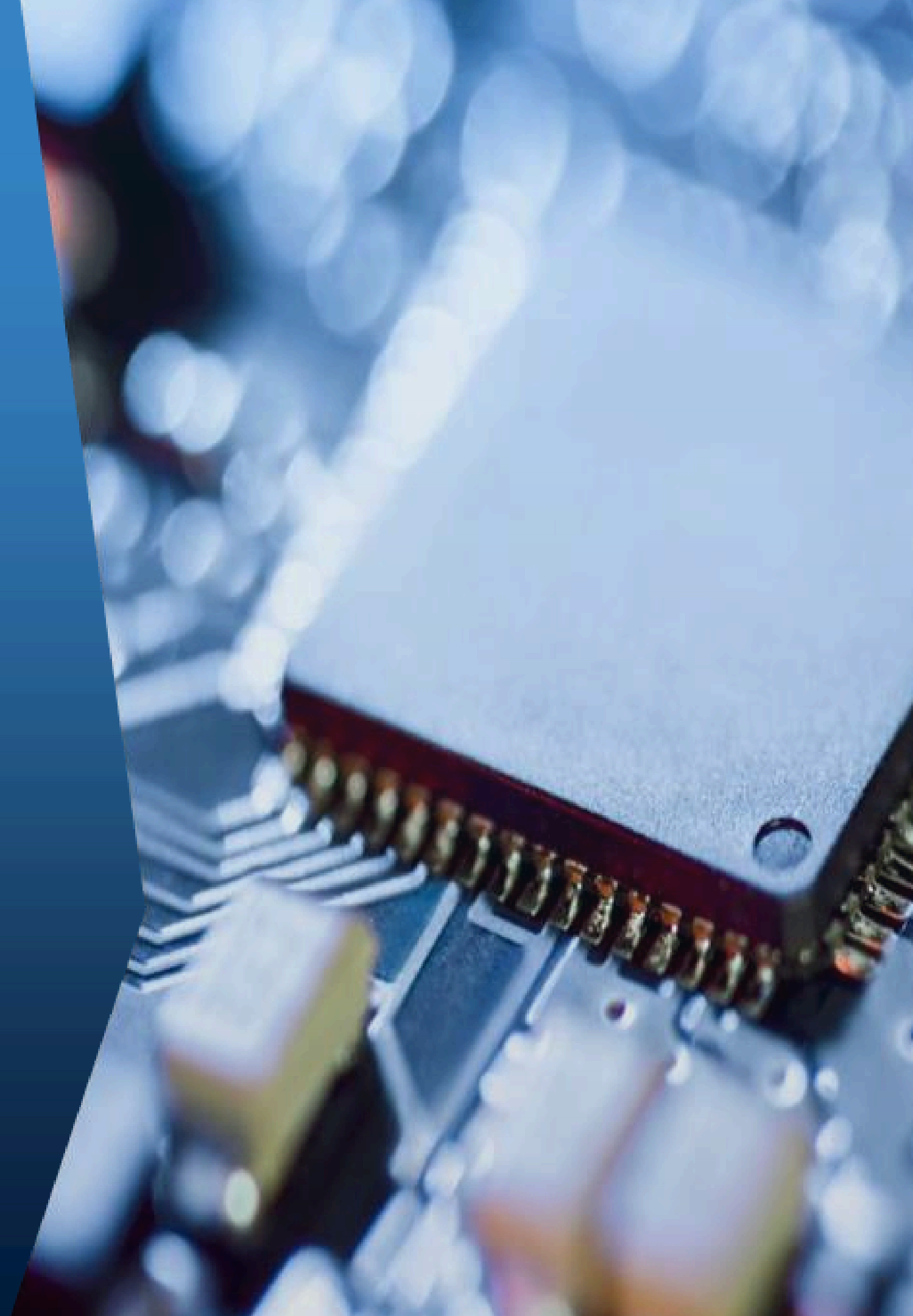
End-to-End Project Advisory: We guide projects from concept to completion, including land acquisition, developer sourcing, and delivery planning—backed by feasibility studies, pro formas, and custom cost models.



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.

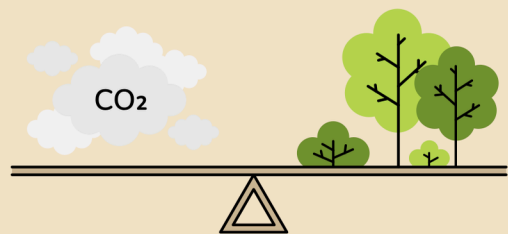


Agile, Executive-Level Delivery: We integrate across internal teams while providing executive-level reporting and market intelligence, ensuring alignment from strategy through implementation.





DMK SUSTAINABILITY FOCUS & COMMITMENT



**CARBON
NEUTRALITY
GOALS**



**RENEWABLE
ENERGY USE**



**WATER
CONSERVATION**



**SUSTAINABLE
SOURCING**

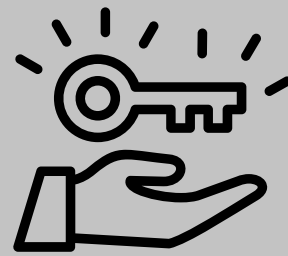


**SUSTAINABLE
PACKAGING**



**ELECTRIC
VEHICLE
ADOPTION**

DMK SUPPORT SERVICE AREAS



Opportunity
Identification



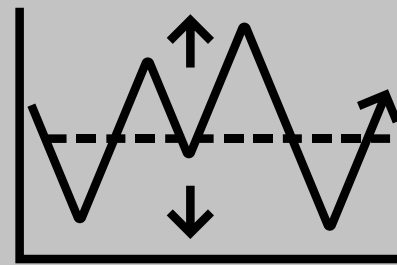
Lead Generation &
Client Acquisition



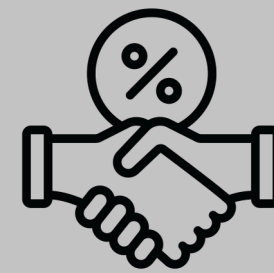
Partnership & Channel
Development



Sales Strategy &
Execution



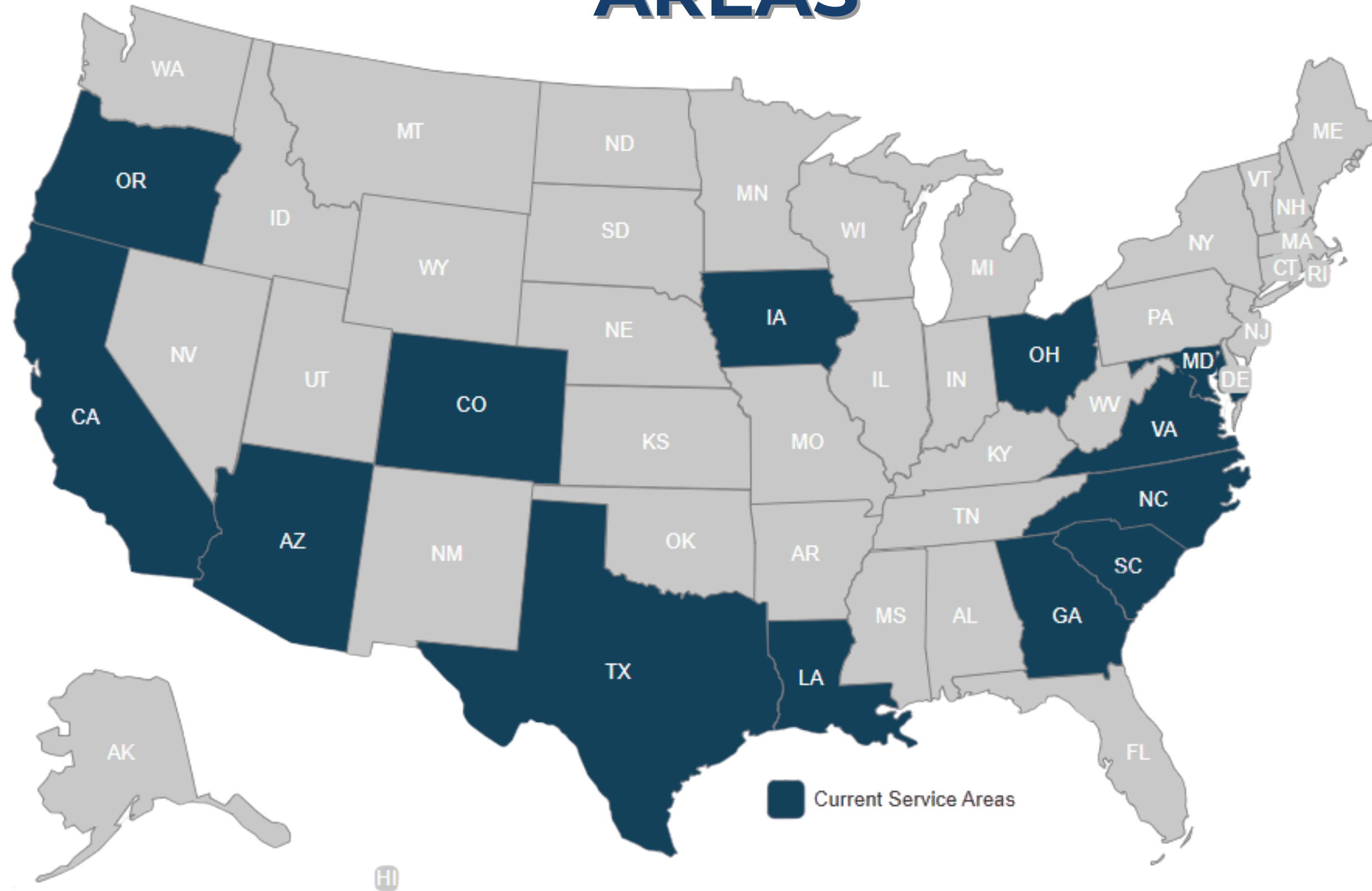
Capital Strategy &
Deal Structuring



Relationship
Management



DMK MARKET SERVICE AREAS



LEADERSHIP TEAM



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**DMK
Project Solutions
Services**

Supporting your projects from conception to completion.

YOUR STRATEGIC PARTNER FROM CONCEPT TO COMPLETION

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