



**DMK  
Project Solutions  
Services**

"Supporting Your Projects from Conception to Completion"

**BUSINESS DEVELOPMENT SERVICES**

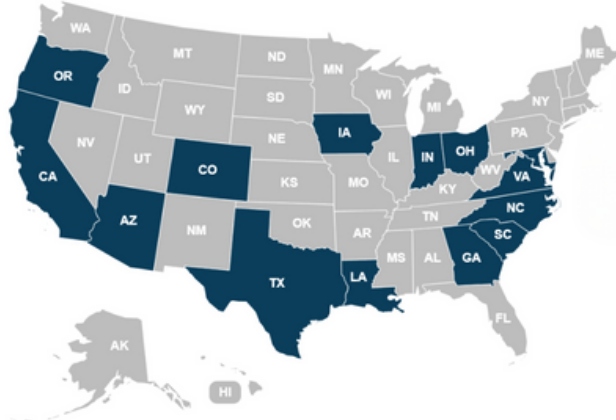
**CAPABILITIES &  
COMPETITIVE EDGE**



<https://dmkprojects.com/>



# DMK PROJECT SOLUTIONS SERVICES | EXECUTIVE DASHBOARD

| OVERVIEW                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | CURRENT PROJECTS                                                                                                                                                                                                                                                                                                                        | LICENSE & CERTIFICATIONS                                                                                                                                                                                                                                                                       |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <p>DMK is a Certified 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"><li>• 54 MW Data Center - Ashburn, VA</li><li>• Power Management-300 MW Substation</li><li>• Main Security Gate replacement in Ashburn, VA</li><li>• Mission Critical Buildout \$56M</li><li>• Mission Critical Whitespace Buildout - \$33.5M</li><li>• 64MW Data Center-Dulles, VA</li></ul>         | <ul style="list-style-type: none"><li>• Certified Small Business</li><li>• Licensed General Contractor</li><li>• Licensed Business, Loudoun County, VA</li><li>• Better Business Bureau Rating= A</li><li>• Procore Certified</li><li>• OSHA 30 Certified</li></ul>                            |
| CURRENT SERVICE MARKETS                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | SAFETY PROGRAM                                                                                                                                                                                                                                                                                                                          | SUSTAINABILITY                                                                                                                                                                                                                                                                                 |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | <ul style="list-style-type: none"><li>• All PM/OR are OSHA 30 certified.</li><li>• Zero Reportable work injuries for FY 2025.</li><li>• Weekly project progress meetings</li><li>• All PM/OR are First Aid and CPR certified.</li><li>• DMK conducts ongoing safety training for internal and external customers.</li></ul>             | <ul style="list-style-type: none"><li>• Carbon Neutrality Goals</li><li>• Sustainable Packaging</li><li>• Renewable Energy Use</li><li>• Water Conservation</li><li>• Sustainable Sourcing</li><li>• Electric Vehicle Adoption</li></ul>                                                       |
| KEY COMPANY CONTACTS                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | KEY SERVICES                                                                                                                                                                                                                                                                                                                            | DIVERSITY & INCLUSION                                                                                                                                                                                                                                                                          |
| <p>DMK Main Office: 866-365-2024</p> <div><div><p><b>Paul Bradford</b><br/>President</p></div><div><p><b>Greg Bradford</b><br/>VP of Field Operations</p></div><div><p><b>Kelly Sponseller</b><br/>VP of Operations</p></div><div><p><b>Alexander Sciacca</b><br/>Director of Business Development</p></div></div> | <ul style="list-style-type: none"><li>• Owner Reps &amp; Project Managers</li><li>• Business Development Services</li><li>• Market Intelligence &amp; Opportunity</li><li>• Identify, Generate &amp; Acquire Clients</li><li>• Partnership &amp; Channel Development</li><li>• Client Retention &amp; Relationship Management</li></ul> | <ul style="list-style-type: none"><li>• Hiring &amp; Recruitment Strategies</li><li>• Employee Resource Groups (ERGs)</li><li>• Training &amp; Education</li><li>• Inclusive Policies &amp; Benefits</li><li>• Leadership &amp; Accountability</li><li>• Inclusive Workplace Culture</li></ul> |

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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.



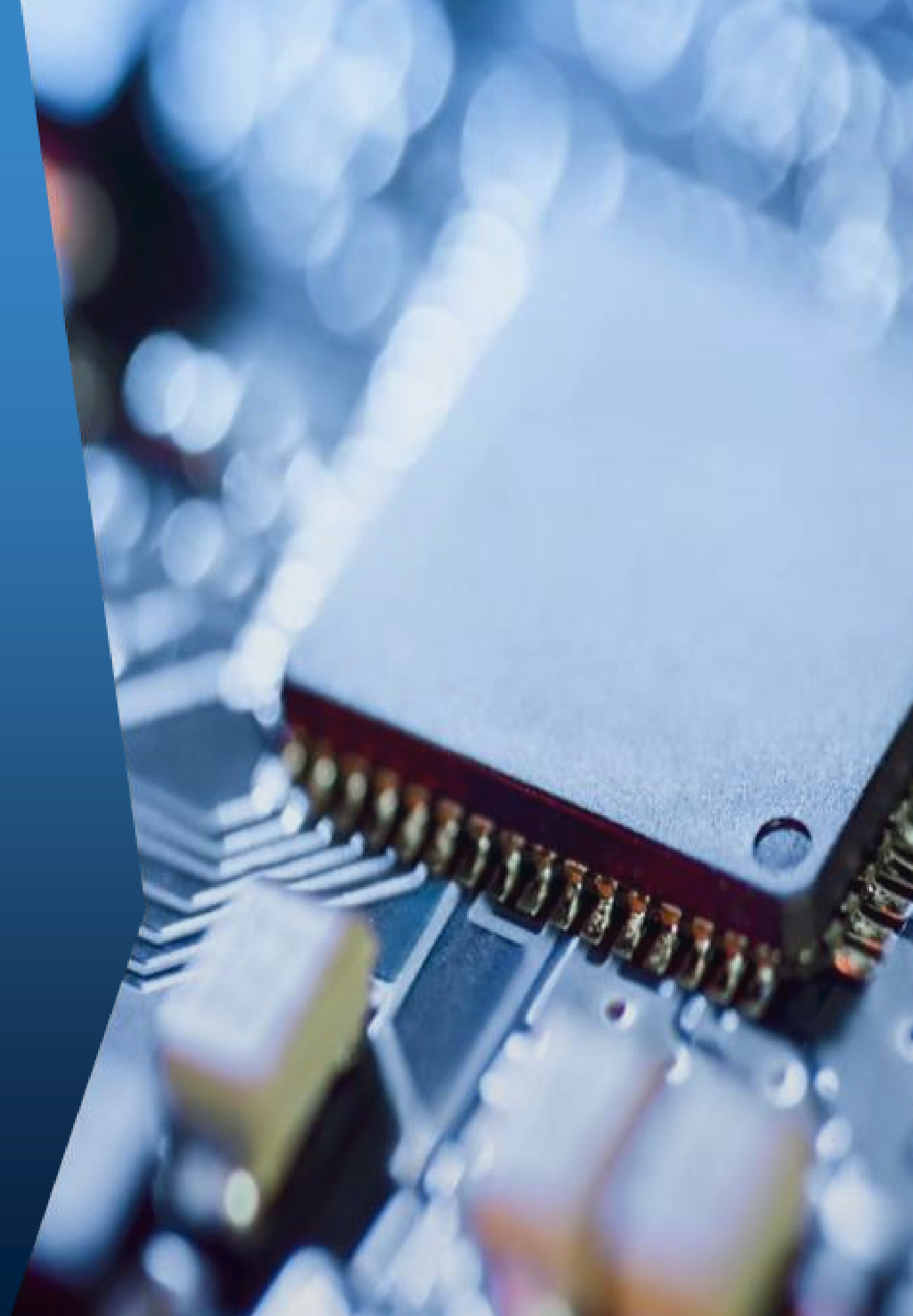
**End-to-End Project Advisory:** We guide projects from concept to completion, including land acquisition, developer sourcing, and delivery planning—backed by feasibility studies, pro formas, and custom cost models.



**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.

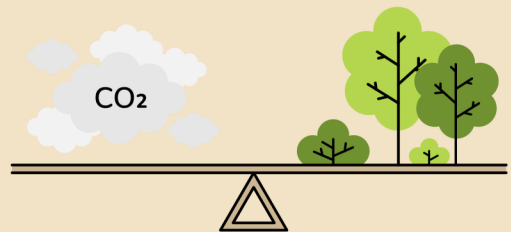


**Agile, Executive-Level Delivery:** We integrate across internal teams while providing executive-level reporting and market intelligence, ensuring alignment from strategy through implementation.





# DMK SUSTAINABILITY FOCUS & COMMITMENT



**CARBON  
NEUTRALITY  
GOALS**



**RENEWABLE  
ENERGY USE**



**WATER  
CONSERVATION**



**SUSTAINABLE  
SOURCING**



**SUSTAINABLE  
PACKAGING**



**ELECTRIC  
VEHICLE  
ADOPTION**

# DMK SUPPORT SERVICE AREAS



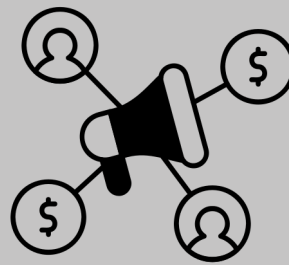
Opportunity  
Identification



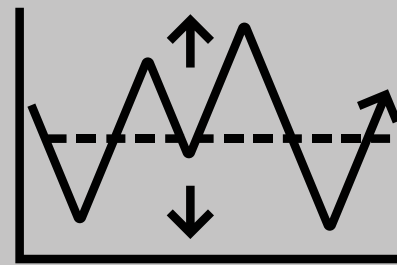
Lead Generation &  
Client Acquisition



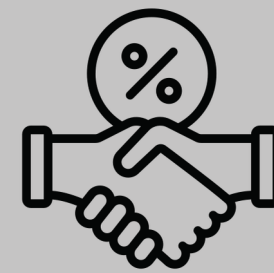
Partnership & Channel  
Development



Sales Strategy &  
Execution



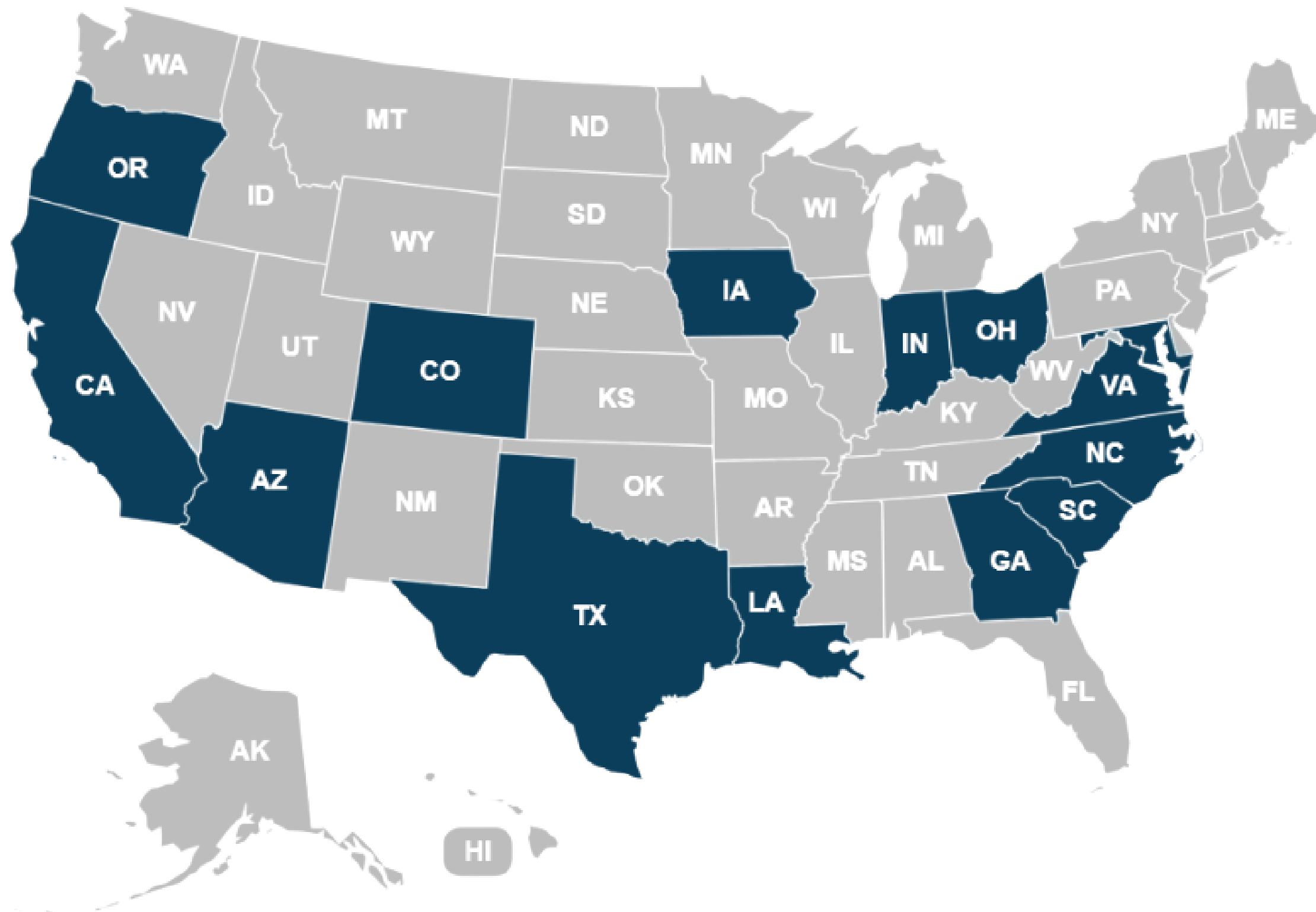
Capital Strategy &  
Deal Structuring



Relationship  
Management



# DMK MARKET SERVICE AREAS



# LEADERSHIP TEAM



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# **YOUR STRATEGIC PARTNER FROM CONCEPT TO COMPLETION**

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