



**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 Project Solutions Services is a Certified Small Business with over 40 years of combined industry experience, providing Business Development, Owner’s Representation, and 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.</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> President</p></div><div><p><b>Kelly Sponseller</b> Executive VP of Operations</p></div><div><p><b>Greg Bradford</b> Executive VP</p></div><div><p><b>Alexander Sciacca</b> VP 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.



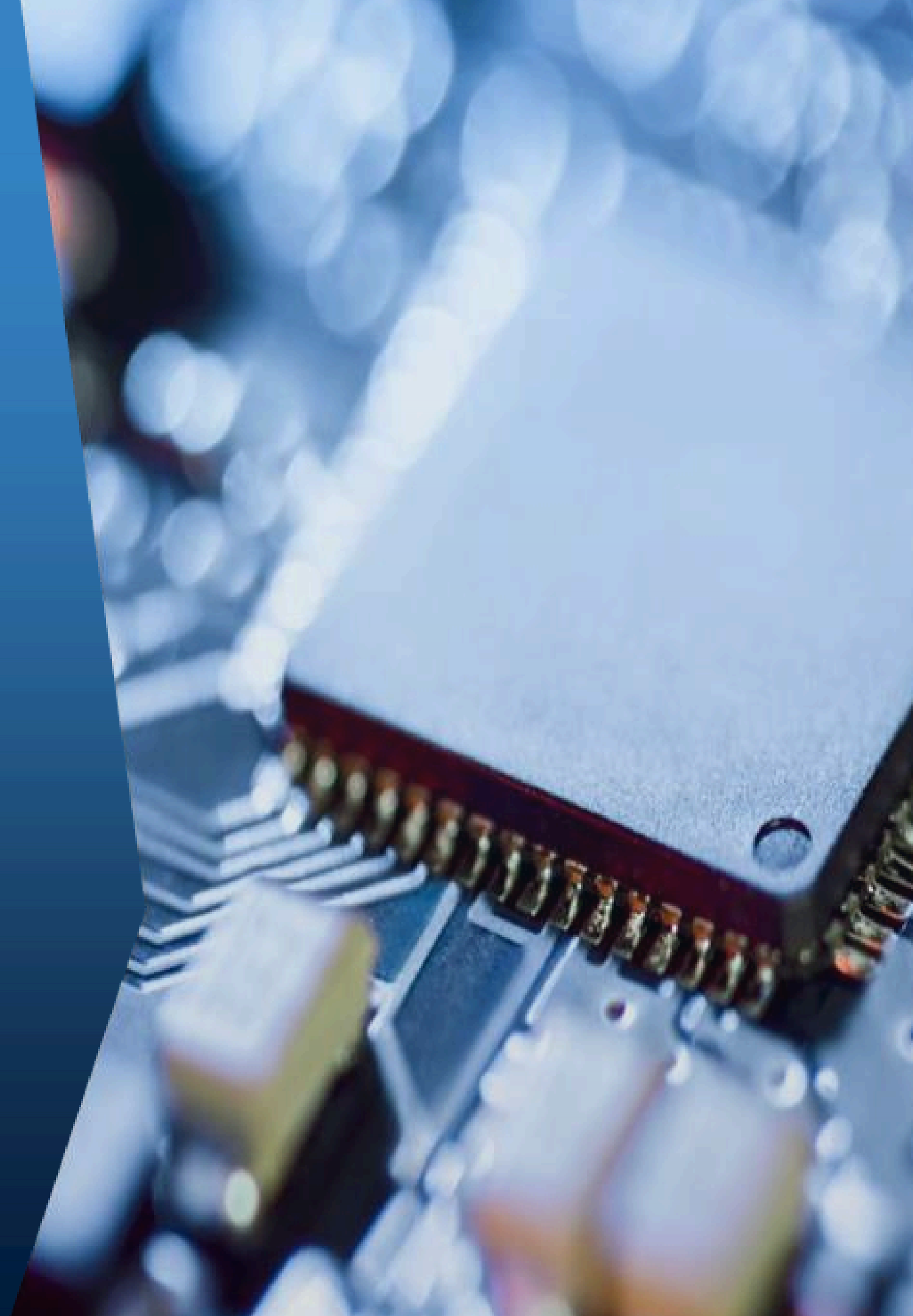
**End-to-End Project Advisory:** We guide projects from concept to completion, including land acquisition, developer sourcing, and delivery planning—backed by feasibility studies, pro formas, and custom cost models.



**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**



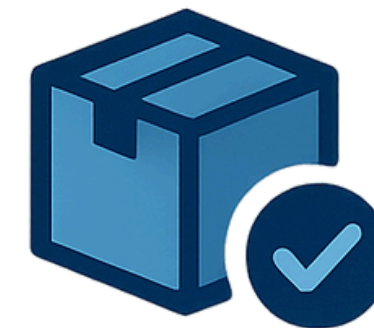
**RENEWABLE  
ENERGY USE**



**WATER  
CONSERVATION**



**SUSTAINABLE  
SOURCING**



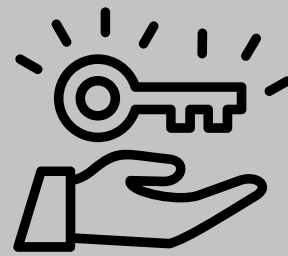
**SUSTAINABLE  
PACKAGING**



**ELECTRIC  
VEHICLE  
ADOPTION**



# DMK SUPPORT SERVICE AREAS



Opportunity  
Identification



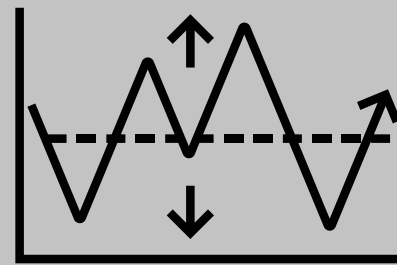
Lead Generation &  
Client Acquisition



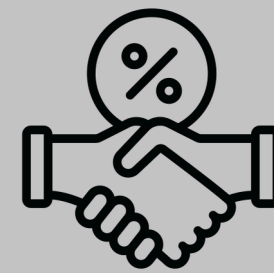
Partnership & Channel  
Development



Sales Strategy &  
Execution



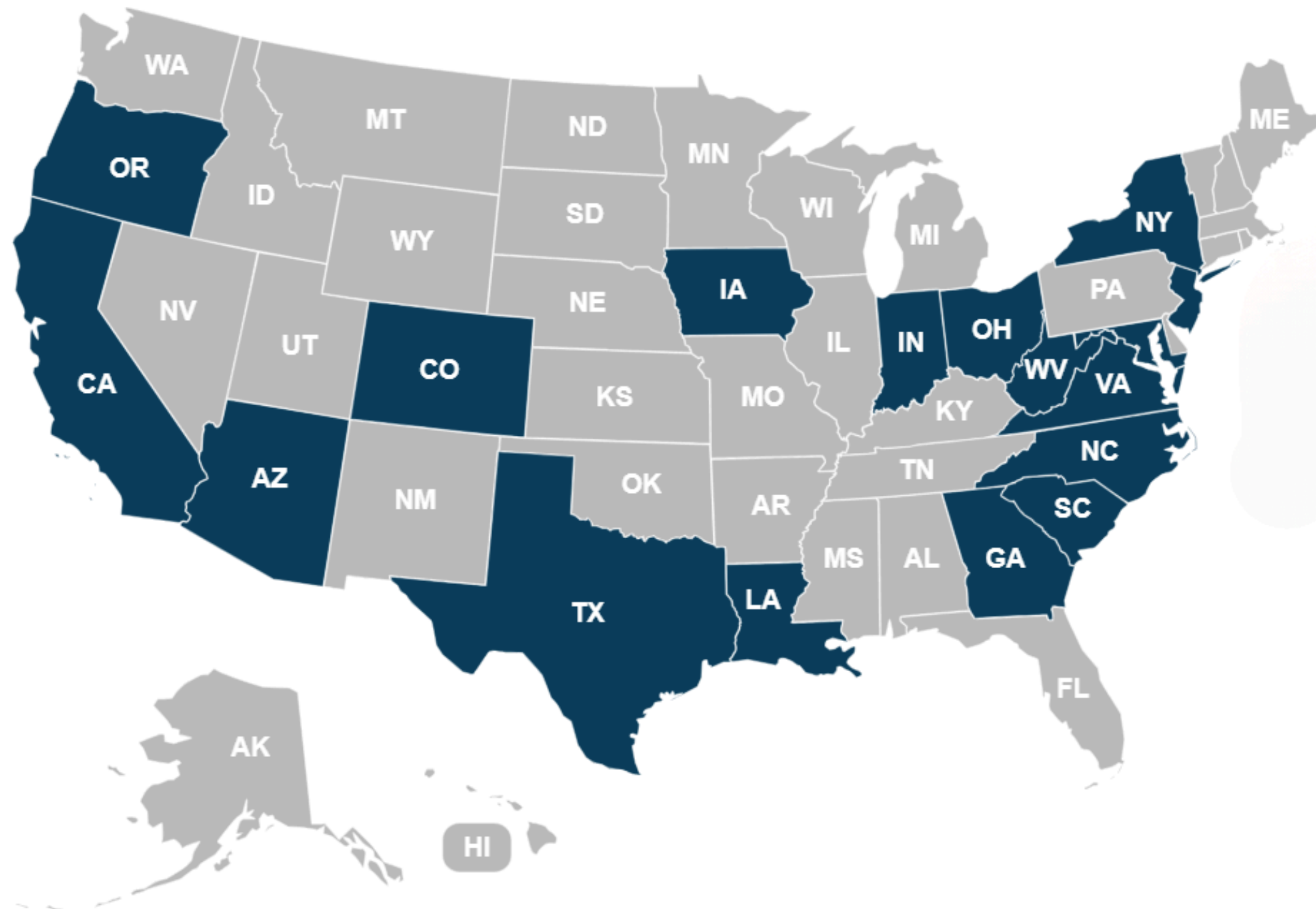
Capital Strategy &  
Deal Structuring



Relationship  
Management



# DMK MARKET SERVICE AREAS





# LEADERSHIP TEAM



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Supporting your projects from conception to completion.

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

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