



Win More Business

Build Sustainable Revenue Growth



We have a proven track-record working with both sides of the table on Government contracts and the procurement process.

We will help you to:

- Demistify Federal contracts and negotiations
- Build compliant proposals that win Government business
- Navigate the complex Federal procurement process

Dynamic Federal Procurement & Government Contracts Consulting with a Proven Track-Record of Winning Business

Who We Are

Persistent Agility, Inc. (PAI) is an international consulting firm and Veteran-Owned Small Business with deep procurement, government acquisition, and business services expertise. Our dynamic track record in both the government and business sectors demonstrates our ability to provide you an unmatched level of expertise and unique services.

What We Do

PAI continues to help its clients to effectively compete, negotiate complex contracts, win business, and sustain revenue growth. We have the flexibility to engage closely with you, and help you navigate through your business challenges and priorities. Our passion for significantly improving our international clients' competitiveness and resulting success is focused on:

- **Advising Small and Medium Enterprises (SMEs) on best practices to stabilize operations and build sustainable revenue growth**
- **Providing a clear understanding of Federal Procurement/Contracting**
- **Developing and analyzing system, service, or IT acquisition strategies**
- **Recommending winning business development approaches**

Compelling Results

- Rated "Top 10%" of 1,200-person federal sales organization
- David Packard Excellence in Acquisition Award—#1 DoD acquisition team
- Two-time winner for #1 Air Force acquisition team Headquarters Air Force
- Contracting Award for Outstanding Strategic Acquisition Reform
- Hand-selected to recommend future strategy for a \$72 billion space launch program
- Won \$270M contract to connect Army National Guard and Army Corps of Engineers to new technology network
- Enabled \$1.3 billion sales via global strategy development for Verizon
- Defined future acquisition tenets for \$72 billion space launch program that will yield \$863 million+ savings



Differentiation

- Guaranteed high quality execution of mutually agreed upon services, or PAI will take reasonable steps to complete the engagement at its own expense
- Crisp, decisive engagement focused on addressing your toughest issues and helping you drive forward to accomplish your objectives
- Innovative approaches based upon your situations, concerns, market positions, and business goals
- Clear text answers to complex procurement and acquisition questions
- Small business flexibility with relevant large business experience, expertise, connections, and business acumen
- Ability to quickly obtain additional expertise as required to ensure the consultation substantially improves your organization's situation



Gary Kyle
President & CEO

Gary Kyle, President & CEO, is an award winning leader and consultant in both the Department of Defense (DoD) and private sector. He is a dynamic senior leader with superior Profit & Loss (P&L) track record in turning around fast paced, geographically dispersed organizations. Gary is a recognized change agent who builds peak performing and collaborative leadership teams. He provides visionary leadership during crisis, divestiture, and rapid change.

Under his leadership, Persistent Agility employs a consultative approach and devises entrepreneurial strategies to mitigate risk, maximize return on investment, and address enterprise-wide issues, while ensuring customer satisfaction. PAI's experience includes innovatively resolving national security issues with Government C-levels. PAI is also widely recognized for its unique ability to innovatively and practically apply federal acquisition policies.

Free Strategy Session: If winning more business is a top priority, please call or email PAI today to set up a free consultation. Elevate your game!



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"Your insightful and innovative acquisition recommendations will enable \$1 billion+ in cost savings and greatly improve our space launch capability."

Air Force General Officer

"Outstanding leadership—your team's independent look at our IT efficiency initiatives and introduction of innovative approaches will impact our entire multi \$billion enterprise."

DoD Service Deputy CIO

"I highly recommend Gary based on my personal knowledge of his expertise, dedication and ability to clearly communicate complex issues to the senior levels of Industry and Government. Gary drives strategic growth and delivers superior outcomes to clients in the space and Information Technology (IT) communities. He is an acknowledged and sought after space acquisition strategy expert who played a key role in shaping the Government's strategy for the new \$72B Evolved Expendable Launch Vehicle (EELV) acquisition."

Retired Air Force General Officer and Consultant Executive

"Gary is the man you want on your team if you're going into battle -- literally and figuratively. His military experience combined with his corporate success sets the bar that leaders in our country need: integrity, discipline, resourcefulness, tenacity, competence, and confidence. That combination makes for his greatest talent: Gary is a leader who makes leaders out of others."

President of a Leadership Development Company

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