

"Mobilizing the best talents
of our clients to
achieve **Success**"

**Everything
You Need
to Achieve
Success**

Left to Right
Steve Myers,
CEO, President &
Chairman of
The Board
Cathy Wood,
CFO
Bennett Beaudry,
COO



CONSULTING SERVICES
BOOSTING THE TOP LINE WITH NO-NONSENSE BUSINESS
CAPTURE SUPPORT, PROCESS DEVELOPMENT, AND RESEARCH

PROPOSAL SERVICES
THE WORLD'S LEADING PROVIDER OF BUSINESS CAPTURE
SERVICES WITH AN 86% WIN RATE ON MORE THAN
600 PROPOSALS WORTH \$222 BILLION...AND COUNTING

PROGRAM SERVICES
BOOSTING THE BOTTOM LINE WITH HIGH-VALUE
SUPPORT SERVICES TO MEET KEY PROGRAM MILESTONES

People
Experience
Tools
Knowledge
Results
Confidence

*"We see ourselves as Success Makers -
everything we do supports our clients' drive
to be successful: in market penetration and
business planning, in winning new
programs, and in successfully executing
the programs they win."*

Steven S. Myers
Founder, Chairman of The Board,
President, CEO

4695 MacArthur Court
8th Floor
Newport Beach, CA 92660
P 949.975.1550
F 949.975.1624
www.smawins.com
Nasdaq: WINS



The WORLD'S LARGEST & Most Successful Competition Management and HIGH-VALUE Program Support Services Company

People

300 experts ready to help our clients succeed

2002 Work Share by Market



- Aircraft 32%
- Military IT 18%
- Missiles/Missile Defense 26%
- Commercial/Civil IT 13%
- Comm./Naval/Classified/Site Ops 6%
- Space 5%

Our more than 300 senior-level employee experts help our wide array of clients succeed every day in a variety of markets

Tools

Proven and improved to bring process discipline for every client



Our SM&A[®] ToolKit electronic collaboration tool reduces the cost of competing by automating proposal creation process functions, allowing the proposal team to focus on adding value to the proposal

Knowledge

600 Proposals and going strong, we combine our clients' expertise with our understanding of how to win



We provide broad knowledge of the market, the customer, the competitors, and technology to arrive at the best solution for our clients



We're proud of our 20 plus year record of service to the aerospace, defense and IT industries, helping clients capture important new programs such as the Joint Strike Fighter, Future Combat Systems, and Deepwater

Experience

More than 20 Years of consistently helping our clients win and execute new business

2002 Revenue by Client



- Lockheed Martin
- Boeing
- Raytheon
- Accenture
- General Dynamics
- Northrop Grumman
- BAE
- Motorola, US Gov., SAIC
- Other

Success starts with the right business strategy. We provide seasoned talent, dynamic leadership, insightful strategy, and systems engineering driven processes. We then work with our clients to define a technical and programmatic approach that is responsive to their customer's needs

Results

\$222 Billion worth of proposals prepared by our clients with our support and leadership



"At the end of the day proven execution is what it's all about."

Confidence

86% WinRate on dollars awarded demonstrates our effectiveness in supporting our clients

