SYNTRA TECHNOLOGIES

Federal BD & Capture Advisory

CAPABILITIES STATEMENT

Service-Disabled Veteran-Owned Small Business

CISSP #333325 · PMP #2911463 · Shipley Certified · ITIL v3 · DoW TS/SCI Eligible · USAF Veteran, 21 Years

COMPANY OVERVIEW

Syntra Technologies gives small and mid-size federal contractors the senior business development, capture and proposal leadership that large primes keep in-house. Founded by Dale Gerdts, a 21-year U.S. Air Force veteran and former Senior Vice President with $550M+ in federal contracts captured and a $110M P&L led at AECOM, Syntra works across DoW, defense health, VA and civilian agency markets.

CORE COMPETENCIES

- **Capture management** — opportunity qualification, bid/no-bid, win themes, competitive positioning and requirements shaping
- **Proposal management** — Shipley-certified process, color team reviews, compliant and compelling submissions
- **BD as a Service** — pipeline development, partner and teaming introductions, government relationship cultivation on monthly retainer
- **Federal IT program support** — program management, FISMA and CMMC compliance, technical advisory for program execution
- **IDIQ and GWAC pursuits** — capture experience on NETCENTS-2, Alliant 1 & 2, EAGLE II and T4NG2

FOUNDER'S CAPTURE RECORD

Contract	Value	Agency	Role
USAF UAS/OCS	**$95M**	DoW / Air Force	Capture
AFSOC C2MS	**$78M**	DoW / Air Force	BD & Capture Lead
DHS NATIONS (USCIS)	**$68M+**	DHS	Capture Lead
ESS – FTC	**$62M**	Federal Civilian	Capture
NE&S	**$58M**	DoW / DHA	Capture
Engineering Support (NIWC)	**$58M**	DoW / Navy	Capture
CMS/CCSQ Service Center	**$45M**	CMS	Capture & Proposal
MWAA ISOSS	**$39M**	Civilian	Capture
Navy Declassification II	**$19M**	DoW / Navy	Capture Lead

Captures led by the founder at prior employers. Full deal sheet available on request.

DIFFERENTIATORS

- **Practitioner, not a consultant** — career path from Program Manager to Senior Vice President, from color teams to P&L ownership
- **Proven account growth** — grew a single Air Force account from $4M to $18M annually (4.5x)
- **Agency relationships** — Defense Health Agency, VA and Air Force program offices

COMPANY DATA

UEI	**D52CU2WW7EM7**
CAGE	**120R5**
SAM	**Registered**

SERVICE-DISABLED VETERAN-OWNED CERTIFIED

VETERAN-OWNED CERTIFIED

NAICS CODES

541512 (Primary)

541330	541511
541513	541519
541611	541613
541618	541690
541990	561110
561320	

EXPERIENCE WITH

Defense Health Agency · Veterans Affairs · U.S. Air Force · AFSOC · HQ USSOCOM · U.S. Navy · DHS · CMS · SEC

CONTACT

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