

growthlab⁷

GL100

FEDERAL MARKETING COMMUNICATIONS LEADERS FY2022



A Spotlight on Growth

As another fiscal year comes to a close, GrowthLab is proud to present our annual list of marketing communications leaders in the federal space. These rankings include the top 100 marketing communications firms based on FY2022 data for prime, unclassified contracts awarded across all U.S. federal agencies.

In addition to our industry-wide rankings, we highlight the firms making the biggest moves over the past year in terms of new contract value captured. We also take an in-depth look at some of the small business leaders primed for continued growth in the public sector.

We look forward to sharing even more data and analysis in future iterations of this annual report. However, you don't have to wait a year to get insights from GrowthLab that are relevant to your business. Visit www.growthlab.us/insights to view our latest thinking on issues that matter to marketing communications firms in the federal space. And, if you're not already, subscribe to our regular email newsletter with tips, recent contract awards, and upcoming opportunities.



Government spending on marketing communications services remains stable, with some notable variation at the agency level.

Among all federal agencies, those comprising the Department of Health and Human Services spent the most on marketing communications solutions in FY2022, accounting for nearly 45% of total spend (largely attributable to the massive COVID-19 contract held by Fors Marsh Group). Other big spenders include agencies in the DOD—particularly those with large, ongoing military recruitment contracts—and NHTSA, through its contract for integrated communications support (held by Stratacomm). Not surprisingly, firms working on those contracts are heavily represented on our list.

What might come as a surprise, however, is the shrinking number of marketing communications firms capturing federal awards. In FY2019, more than 1,600 companies held prime contracts. Now, that number has dwindled to just 582 companies, and roughly half of them are making less than \$100,000 in annual revenue from prime contracts.

The top ten companies on this year's GL100 captured a whopping 75% of total revenues from prime contracts, underscoring the government's continued preference for streamlined acquisition. Today, there are more vehicles and multi-award IDIQs/BPAs and fewer one-off contracts, which ultimately results in far fewer companies receiving work.

Similarly, FY2022 was a year of significant consolidation in the industry as M&A activity remained relatively robust. Highlights include Westat acquiring Insight Policy Research and Marcom Group acquiring LMD Agency, among other notable deals, and it's likely that this trend continues in the near future.

As usual, the companies in the top 100 represent a mix of industry bellwethers and young firms on the rise, and GrowthLab is proud to call a number of them clients and partners. Our hope is that this list will inform and inspire you as you develop your own strategies for competing in the federal space moving forward.

If you're looking to break into the world of government contracting for the first time, or you're hoping to see your firm move up this list in the coming years, let's chat.

Otherwise, we hope you enjoy the annual GL100 report, and we look forward to seeing what next year brings.

Here's to your success in 2023 and beyond.

Sincerely,

Mike Kapetanovic
GrowthLab Principal

Tommy Benz
GrowthLab Principal



A SPOTLIGHT ON GROWTH

Methodology

Our analysis is focused on contractors performing work under the following marketing communications-related NAICS codes: 511199, 541430, 541613, 541810, 541820, 541830, and 541910. While other NAICS codes may have marketing communications contract awards, e.g. 541611, we have limited this to the regularly used NAICS codes. Not every company on this list operates exclusively in the marketing communications sector. Several consultancies, professional services firms, and 8(a) ANCs made our rankings, since they do offer capabilities supporting marketing communications and had at least one prime award under one of the above NAICS codes in FY2022.

For each company included, we reviewed all current contracts to determine eligibility. That said, we've removed companies that are not primarily focused on marketing communications services, even if they contracted work under one of these codes (e.g., General Dynamics). In total, 62 companies that would have made this list based on FY2022 spend were left out of our rankings.

The industry saw a number of mergers and acquisitions in FY2022. For the purposes of our analysis, we used the combined revenue of companies involved in a merger to determine the new company's ranking on this list (e.g., revenue for The Hatcher Group is equivalent to combined revenue of The Hatcher Group and HORNE Creative Group). Additionally, we consolidated several of the companies under their parent company. For example, Porter Novelli is folded in with the other Omnicom Group agencies.

In addition to presenting the top 100 firms based on overall FY2022 government contracting revenue, we also identify the top three firms based on size, and the top three carrying special SBA certifications, including 8(a), Historically Underutilized Business Zone (HUBZone), Woman-Owned Small Business (WOSB), and Service-Disabled Veteran-Owned Small Business (SDVOSB). To determine a company's size, we used open-market, non-GSA classifications found in the Federal Procurement Data System (FPDS).

This report accounts for prime contracts only. All references to contractor "revenue" reflect contract awards reported by the government for FY2022; not actual contract revenue reported by companies to the Securities and Exchange Commission. These numbers are different for a variety of reasons. Our rankings are based on agencies' net contract obligations, as reported by federal procurement officials when contracts are signed. The prime spend is a total sum inclusive of de-obligated contracts.

Our data is accurate as of November 10, 2022. If you notice discrepancies between our report and your own data, please let us know.

Movers & Shakers

A number of firms made huge strides in the federal space between 2021 and 2022, while even more experienced dramatic declines in public sector revenue. This trend is evidence of both an increasingly competitive landscape, continued preference of streamlined acquisitions, and the challenges associated with meeting government performance requirements.

As the government continues to modify the rules for securing large contract awards, more opportunities will be available to small businesses and firms that have the specialized capabilities federal agencies are seeking.



MOVERS & SHAKERS

Top 25 Companies

In total, 81 companies had \$1 million or more in prime contracts in FY2022. Of those that eclipsed that mark in FY2022, four didn't have any federal spend (in the used NAICS codes for this report) in FY21. **Congrats to AWL Strategies, Deloitte, JPA Health and LMO Advertising for joining the list!**

And, we saw a handful of companies watch their public sector portfolios soar above the \$1 million mark in FY2022, specifically: **Sage Communications, Metro Communications, Novak Birch, Brennsys Technology, Dynamic Integrated Services, Paskill & Stapleton Graphic, and Montage Marketing.**

Leading the way with the top movers are three strong small businesses: **ECU Communications, Montage Marketing Group** and **Sage Communications**. ECU Communications soared over 1,900% from their significant win at the SBA for the Community Navigator's Pilot Program. On that win, they beat out 13 other bidders! Right behind ECU Communications, Montage Marketing Group grew 1,885%. And, while **Fors Marsh Group** rounds out the top 10 with a growth rate of 98.6%, they saw the largest dollar growth, nearly \$210M.

Top 25 Companies (IN % CHANGE)

Rk.	NAME	2021 (\$Ks)	2022 (\$Ks)	% CHANGE
1	ECU COMMUNICATIONS	\$1,695	\$35,321	1,983.3%
2	MONTAGE MARKETING GROUP	\$60	\$1,191	1,885.8%
3	SAGE COMMUNICATIONS	\$675	\$4,253	530.1%
4	ABT ASSOCIATES	\$217	\$1,076	396.4%
5	DYNAMIC INTEGRATED SERVICES	\$325	\$1,452	346.7%
6	PASKILL & STAPLETON GRAPHIC	\$291	\$1,081	271.2%
7	DAVIS MANAGEMENT GROUP	\$1,006	\$2,377	136.4%
8	CATMEDIA	\$3,213	\$6,964	116.8%
9	BRENNSYS TECHNOLOGY	\$603	\$1,223	102.8%
10	FORS MARSH GROUP	\$212,248	\$421,473	98.6%



MOVERS & SHAKERS

Top 25 Companies (CONT'D)

Rk.	NAME	2021 (\$Ks)	2022 (\$Ks)	% CHANGE
11	NOVAK BIRCH	\$713	\$1,365	91.5%
12	PORTER NOVELLI	\$34,558	\$62,316	80.3%
13	CROSBY MARKETING COMMUNICATIONS	\$37,916	\$66,233	74.7%
14	720 STRATEGIES	\$1,427	\$2,486	74.2%
15	RED CARROT	\$4,323	\$7,383	70.8%
16	ICF INTERNATIONAL	\$7,814	\$12,668	62.1%
17	CONCEPTS	\$4,467	\$6,662	49.1%
18	E F K GROUP	\$1,599	\$2,356	47.3%
19	LUMINARY LABS	\$6,107	\$8,813	44.3%
20	CW-LTS	\$5,973	\$8,274	38.5%
21	NOVA RESEARCH COMPANY	\$2,621	\$3,527	34.6%
22	KGB MEDIA	\$1,155	\$1,518	31.4%
23	BOOZ ALLEN HAMILTON	\$816	\$1,064	30.4%
24	LMD AGENCY	\$29,313	\$37,989	29.6%
25	ADVANCED BUSINESS SOFTWARE CONSULTING	\$1,996	\$2,585	29.5%

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FEDERAL MARKETING COMMUNICATIONS LEADERS FY22

The rankings below include some of the biggest names in media and advertising, as well as a number of global consultancies that have continued to build marketing capabilities around their data expertise.

However, plenty of small businesses and relative newcomers to the public sector also made their presence felt in FY2022, and they're well represented here.

Without further ado, we present the GL100 for FY2022.



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Rk.	NAME	SPEND AWARDED (\$Ks)
1	FORS MARSH GROUP	\$421,473
2	OMNICOM GROUP	\$418,706
3	INTERPUBLIC GROUP	\$383,888
4	WPP GROUP USA	\$179,750
5	CROSBY MARKETING COMMUNICATIONS	\$66,233
6	PLOWSHARE GROUP	\$64,737
7	STRATACOMM	\$59,559
8	LMD AGENCY	\$37,989
9	ECU COMMUNICATIONS	\$35,321
10	APTIVE RESOURCES	\$33,425
11	ELEVATION	\$33,326
12	ALTARUM INSTITUTE	\$32,803
13	YES& FEDERAL	\$32,046
14	DISTRICT COMMUNICATIONS GROUP	\$32,006
15	IQ SOLUTIONS	\$23,219
16	RTI INTERNATIONAL	\$19,702
17	WESTAT	\$17,865
18	BETAH ASSOCIATES	\$16,133
19	BIXAL SOLUTIONS	\$15,418
20	SCIENTIFIC CONSULTING GROUP	\$12,847



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Rk.	NAME	SPEND AWARDED (\$Ks)
21	ICF INTERNATIONAL	\$12,668
22	FHI 360	\$12,157
23	SCHATZ PUBLISHING GROUP	\$10,854
24	IPSOS	\$9,733
25	EDELMAN	\$9,614
26	HAGER SHARP	\$9,413
27	LUMINARY LABS	\$8,813
28	CW-LTS	\$8,274
29	BRUNET GARCIA ADVERTISING	\$8,018
30	MCNEELY PIGOTT & FOX PUBLIC RELATIONS	\$7,840
31	COMMUNICATEHEALTH	\$7,825
32	L & M POLICY RESEARCH	\$7,572
33	RED CARROT	\$7,383
34	BANYAN COMMUNICATIONS	\$7,379
35	CATMEDIA	\$6,964
36	CONCEPTS	\$6,662
37	CREATIVE MARKETING RESOURCES	\$6,603
38	SENSIS	\$6,279
39	ROCK CREEK STRATEGIC MARKETING	\$6,064
40	JPA HEALTH	\$5,969



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Rk.	NAME	SPEND AWARDED (\$Ks)
41	AMERICAN INSTITUTES FOR RESEARCH	\$5,883
42	IGNITED MINDS	\$5,805
43	VISTRA COMMUNICATIONS	\$5,432
44	HORNE CREATIVE GROUP	\$4,319
45	SAGE COMMUNICATIONS	\$4,253
46	INTREPID	\$4,184
47	NOVA RESEARCH COMPANY	\$3,527
48	BARBARICUM	\$3,495
49	AKOYA	\$2,839
50	TACTIS	\$2,807
51	SALTERMITCHELL	\$2,714
52	NCN TECHNOLOGY	\$2,585
53	TMGL	\$2,509
54	720 STRATEGIES	\$2,486
55	DAVIS MANAGEMENT GROUP	\$2,377
56	EFK GROUP	\$2,356
57	ALAN S NEWMAN ASSOCIATES	\$2,352
58	A. BRIGHT IDEA	\$2,279
59	LMO ADVERTISING	\$2,113
60	PCI PRODUCTIONS	\$2,091

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Rk.	NAME	SPEND AWARDED (\$Ks)
61	LEONARD RESOURCE GROUP	\$2,072
62	SYNERGY ENTERPRISES	\$1,910
63	FINN PARTNERS	\$1,638
64	MEDIA FUSION	\$1,571
65	REINGOLD	\$1,565
66	KGB MEDIA	\$1,518
67	DYNAMIC INTEGRATED SERVICES	\$1,452
68	BRIDGE GROUP	\$1,448
69	NOVAK BIRCH	\$1,365
70	GRAFIK INDUSTRIES	\$1,288
71	METRO COMMUNICATIONS	\$1,230
72	BRENNSYS TECHNOLOGY	\$1,223
73	POWELL STRATEGIES	\$1,216
74	MONTAGE MARKETING GROUP	\$1,191
75	DELOITTE	\$1,176
76	LINKS MEDIA	\$1,095
77	VOX OPTIMA	\$1,094
78	PASKILL & STAPLETON GRAPHIC	\$1,081
79	ABT ASSOCIATES	\$1,076
80	BOOZ ALLEN HAMILTON	\$1,064



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Rk.	NAME	SPEND AWARDED (\$Ks)
81	VANGUARD COMMUNICATIONS OF FALLS CHURCH	\$968
82	TMP WORLDWIDE	\$940
83	BIDAYA CORPORATE COMMUNICATIONS	\$911
84	AWL STRATEGIES	\$856
85	GOLDBELT	\$854
86	JBS INTERNATIONAL	\$810
87	HOME FRONT COMMUNICATIONS	\$797
88	MEDIAFORCE	\$785
89	TETRA TECH	\$782
90	OCTANE	\$739
91	LISTA DESIGN STUDIO	\$730
92	ADZ ETC	\$720
93	RED	\$699
94	THREESPOT MEDIA	\$605
95	AQUENT	\$583
96	MODAVATE	\$574
97	BLN	\$567
98	ART-Z GRAPHICS	\$556
99	ANTELOPE FLATS	\$537
100	GRAFIK MARKETING COMMUNICATIONS	\$537



Deep Dive: **Recognizing Category Leaders**



DEEP DIVE

Category Leaders

Over the course of our analysis, we segmented companies based on a number of attributes including size and small business certifications. Those didn't factor into a firm's eligibility for the GL100 rankings, and companies from each segment can be found on that list.

However, for those interested in a more nuanced view of the industry landscape, we reveal the top three leaders by category below.

Large Companies PG.15

- ▼ Fors Marsh Group
- ▼ Omnicom Group
- ▼ Interpublic Group

SDVOSB PG.18

- ▼ Aptive Resources
- ▼ Vistra Communications
- ▼ Dynamic Integrated Services

Small Business PG.16

- ▼ LMD Agency
- ▼ ECU Communications
- ▼ Aptive Resources

8a PG.19

- ▼ Red Carrot
- ▼ Vistra Communications
- ▼ Advanced Business Software Consulting

WOSB PG.17

- ▼ LMD Agency
- ▼ ECU Communications
- ▼ Aptive Resources

HUBZone PG.20

- ▼ Schatz Publishing Group
- ▼ Tactis
- ▼ EFK Group

DEEP DIVE: CATEGORY LEADERS

Large Companies

1ST

Fors Marsh Group

#1 LARGE, #1 OVERALL | FORSMARSH.COM



At a Glance (in 000's)

2021 PRIME CONTRACTS:

\$212,248

2022 PRIME CONTRACTS:

\$421,473

% GROWTH:

+98.59%

Largest Contracts:

\$422,847
Health and Human Services

National Institutes of Health

\$300,023
Health and Human Services

National Institutes of Health

\$188,303
Health and Human Services

National Institutes of Health

Important 2022 Win:

\$422,847
Health and Human Services
National Institutes of Health

2ND

Omnicon Group

#2 LARGE, #2 OVERALL | OMNICOMGROUP.COM



At a Glance (in 000's)

2021 PRIME CONTRACTS:

\$507,590

2022 PRIME CONTRACTS:

\$418,706

% GROWTH:

-17.51%

Largest Contracts:

\$4,000,000
Defense

US Army (DDB Chicago)

\$903,550
Defense

US Air Force (GSD&M)

\$122,608
Health and Human Services

Centers for Medicare and Medicaid Services (Porter Novelli)

Important 2022 Win:

\$44,985
Health and Human Services
Centers for Medicare and Medicaid Services Healthcare Fraud Prevention Outreach & Education Campaign (Porter Novelli)

3RD

Interpublic Group

#3 LARGE, #3 OVERALL | INTERPUBLIC.COM



At a Glance (in 000's)

2021 PRIME CONTRACTS:

\$436,972

2022 PRIME CONTRACTS:

\$383,888

% GROWTH:

-12.15%

Largest Contracts:

\$736,999
Health and Human Services

Centers for Medicare and Medicaid Services (Weber Shandwick)

\$709,028
Health and Human Services

Food and Drug Administration (True North Communications)

\$282,513
Health and Human Services

Centers for Medicare and Medicaid Services (Weber Shandwick)

Important 2022 Win:

\$736,999
Health and Human Services
Centers for Medicare and Medicaid Services Health Insurance Exchange Public Education and Outreach (Weber Shandwick)

DEEP DIVE: CATEGORY LEADERS

Small Businesses

1ST

LMD Agency

#1 SMALL, #8 OVERALL | LMDAGENCY.COM



At a Glance (in 000's)

2021 PRIME CONTRACTS:

\$29,313

2022 PRIME CONTRACTS:

\$37,989

% GROWTH:

+29.60%

Largest Contracts:

\$72,164
Defense
US Army National Guard

\$55,653
Homeland Security
US Coast Guard

\$22,696
Homeland Security
Cybersecurity and Infrastructure Security Agency

2ND

ECU Communications

#2 SMALL, #9 OVERALL | ECUCOMM.COM



At a Glance (in 000's)

2021 PRIME CONTRACTS:

\$1,695

2022 PRIME CONTRACTS:

\$35,231

% GROWTH:

+1,983.25%

Largest Contracts:

\$34,411
Small Business Administration

\$4,054
State Department

\$3,333
Homeland Security
Citizen and Immigration Services

Important 2022 Win:

\$34,411
Small Business Administration
Community Navigator's Pilot Program

3RD

Aptive Resources

#3 SMALL, #10 OVERALL | APTIVERESOURCES.COM



At a Glance (in 000's)

2021 PRIME CONTRACTS:

\$33,956

2022 PRIME CONTRACTS:

\$33,425

% GROWTH:

-1.56%

Largest Contracts:

\$63,362
Office of Personnel Management

\$60,761
Veterans Affairs

\$41,979
Office of Personnel Management

Important 2022 Win:

\$6,997
Veterans Affairs
Communications, Marketing and Outreach Services for Veterans Benefits Administration

DEEP DIVE: CATEGORY LEADERS

WOSB

1ST

LMD Agency

#1 WOSB, #8 OVERALL | LMDAGENCY.COM



At a Glance (in 000's)

2021 PRIME CONTRACTS:
\$29,313

2022 PRIME CONTRACTS:
\$37,989

% GROWTH:
+29.60%

Largest Contracts:

\$72,164
Defense
US Army National Guard

\$55,653
Homeland Security
US Coast Guard

\$22,696
Homeland Security
Cybersecurity and Infrastructure Security Agency

2ND

ECU Communications

#2 WOSB, #9 OVERALL | ECUCOMM.COM



At a Glance (in 000's)

2021 PRIME CONTRACTS:
\$1,695

2022 PRIME CONTRACTS:
\$35,231

% GROWTH:
+1,983.25%

Largest Contracts:

\$34,411
Small Business Administration

\$4,054
State Department

\$3,333
Homeland Security
Citizen and Immigration Services

Important 2022 Win:

\$34,411
Small Business Administration
Community Navigator's Pilot Program

3RD

Aptive Resources

#3 WOSB, #10 OVERALL | APTIVERESOURCES.COM



At a Glance (in 000's)

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\$33,956

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% GROWTH:
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Largest Contracts:

\$63,362
Office of Personnel Management

\$60,761
Veterans Affairs

\$41,979
Office of Personnel Management

Important 2022 Win:

\$6,997
Veterans Affairs
Communications, Marketing and Outreach Services for Veterans Benefits Administration

DEEP DIVE: CATEGORY LEADERS

SDVOSB

1ST

Aptive Resources

#1 SDVOSB, #10 OVERALL | APTIVERESOURCES.COM



At a Glance (in 000's)

2021 PRIME CONTRACTS:
\$33,956

2022 PRIME CONTRACTS:
\$33,425

% GROWTH:
-1.56%

Largest Contracts:

\$63,362
Office of
Personnel
Management

\$60,761
Veterans Affairs

\$41,979
Office of
Personnel
Management

Important 2022 Win:

\$6,997
Veterans Affairs

Communications, Marketing and Outreach Services for Veterans Benefits Administration

2ND

Vistra Communications

#2 SDVOSB, #43 OVERALL | CONSULTVISTRA.COM



At a Glance (in 000's)

2021 PRIME CONTRACTS:
\$4,764

2022 PRIME CONTRACTS:
\$5,432

% GROWTH:
+14.00%

Largest Contracts:

\$3,452
Health and Human
Services
Centers for Disease
Control

\$2,735
Defense
Human Resources
Activity

\$1,999
Defense
Media Activity

3RD

Dynamic Integrated Services

#3 SDVOSB, #67 OVERALL | DISCONSULTING.COM



At a Glance (in 000's)

2021 PRIME CONTRACTS:
\$5,973

2022 PRIME CONTRACTS:
\$8,274

% GROWTH:
+38.52%

Largest Contracts:

\$9,992
Veterans Affairs

\$6,981
Veterans Affairs

\$5,820
Veterans Affairs

Important 2022 Win:

\$9,992
Veterans Affairs

Communication Support Services for the Million Veteran Program

DEEP DIVE: CATEGORY LEADERS

8a

1ST

Red Carrot

#1 8A, #33 OVERALL | THEREDCARROT.COM



At a Glance (in 000's)

2021 PRIME CONTRACTS:

\$4,323

2022 PRIME CONTRACTS:

\$7,383

% GROWTH:

+70.81%

Largest Contracts:

\$21,000
Homeland Security

Immigration and Customs Enforcement

\$9,529
Housing and Urban Development

\$6,790
National Science Foundation

Important 2022 Win:

\$9,529
Housing and Urban Development
Broadcasting, Webcasting, and Satellite Services

2ND

Vistra Communications

#2 8A, #43 OVERALL | CONSULTVISTRA.COM



At a Glance (in 000's)

2021 PRIME CONTRACTS:

\$4,764

2022 PRIME CONTRACTS:

\$5,432

% GROWTH:

+14.00%

Largest Contracts:

\$3,452
Health and Human Services

Centers for Disease Control

\$2,735
Defense
Human Resources Activity

\$1,999
Defense
Media Activity

3RD

NCN Technology

#3 8A, #52 OVERALL | NCNTECHNOLOGY.COM



At a Glance (in 000's)

2021 PRIME CONTRACTS:

\$1,996

2022 PRIME CONTRACTS:

\$2,585

% GROWTH:

+29.52%

Largest Contracts:

\$11,385
Homeland Security

Secret Service

\$245
Homeland Security

Customs and Border Protection

DEEP DIVE: CATEGORY LEADERS

HUBZone

1ST

Schatz Publishing Group

#1 HUBZONE, #23 OVERALL | SCHATZPUBLISHING.COM



At a Glance (in 000's)

2021 PRIME CONTRACTS:
\$9,194

2022 PRIME CONTRACTS:
\$10,854

% GROWTH:
+18.05%

Largest Contracts:

\$18,000
Transportation
Federal Highway
Administration

\$6,944
Health and Human
Services
Housing and Urban
Development

\$4,515
Health and Human
Services
Housing and Urban
Development

Important 2022 Win:

\$6,944
Housing and Urban Development
GNMA Strategic Communication Services StratComm

2ND

Tactis

#2 HUBZONE, #50 OVERALL | TACTIS.COM



At a Glance (in 000's)

2021 PRIME CONTRACTS:
\$2,485

2022 PRIME CONTRACTS:
\$2,807

% GROWTH:
+12.98%

Largest Contracts:

\$1,786
General Services
Administration

\$442
General Services
Administration

\$305
General Services
Administration

Important 2022 Win:

\$1,786
General Services Administration
State, Local, Tribal Territory SLTT Media Plan Implementation

3RD

EFK Group

#3 HUBZONE, #56 OVERALL | EFKGROUP.COM



At a Glance (in 000's)

2021 PRIME CONTRACTS:
\$1,599

2022 PRIME CONTRACTS:
\$2,356

% GROWTH:
+47.31%

Largest Contracts:

\$12,264
National Science
Foundation



About Us

We are a team of former marketing communications agency executives who help marketing communications firms, consultancies, and holding companies win more business in the public sector. Founded in 2018 and headquartered in Washington, D.C., GrowthLab exists to support large and small organizations at every stage of the government contracting lifecycle, from breaking into the federal space to expanding an existing portfolio. We rely on our extensive network of partners as well as decades of combined experience leading new and established government contractors, to provide services that include: growth and/or public sector strategy, pipeline development, market intelligence, capture and teaming.

Not only have we helped secure billions of dollars in federal agency spend, but we've also helped companies build the teams, networks, and internal processes that allow them to operate more efficiently, improve market positioning, and win more contracts—year after year.

To introduce yourself, learn more about our services, or explore a potential engagement, get in touch with us at www.growthlab.us. We'd love to talk!