



Costello College of Business
GREG AND CAMILLE BARONI
CENTER FOR GOVERNMENT
CONTRACTING
George Mason University®

High-technology and Cosmopolitan Companies in the Federal Supply Chain

22nd Annual Acquisition Research Symposium and Innovation Summit

Naval Postgraduate School

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High-technology

Research Effort #1

Cosmopolitan

Research Effort #2

Research Effort #1: Innovation and Technology

Policy

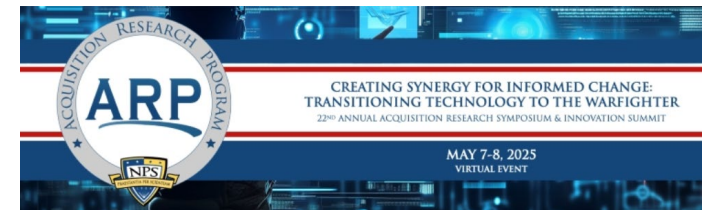
DOD's defense innovation policy aims to improve warfighting capabilities through adopting **technologies** and processes to address challenges from competitors.



Defense innovation ecosystem

“the set of organizations, activities, functions, and processes that develop, produce, and field new or improved **technologies** and capabilities for military use”

“In an era of budget constraints and rapid **technological** advancements, it is crucial for defense acquisition and innovation to keep pace and adapt to meet current and future challenges.”





STEM-occupation Intensity

- STEM: Technical jobs in Science, Technology, Engineering, and Mathematics (e.g., computer-related occupations)
- NAICS: Industries categorized along North American Industry Classification System codes
- Industries not categorized as “innovative” per se BUT Industries with a high proportion of STEM occupations as compared to the national average are “high-technology”

Innovation \approx High-technology

Results

Core = 5x
• 11 industries

NAICS code	Industry	STEM % of employment	High-Tech Level
541500	Computer Systems Design and Related Services	59.7	Core
541300	Architectural, Engineering, and Related Services	59.5	Core
541700	Scientific Research and Development Services	55.9	Core
513200	Software Publishers	55.8	Core
334100	Computer and Peripheral Equipment Manufacturing	49.8	Core
518200	Computing Infrastructure Providers, Data Processing, Web Hosting, and Related Services	47.2	Core
519200	Web Search Portals, Libraries, Archives, and Other Information Services	44.7	Core
334500	Navigational, Measuring, Electromedical, and Control Instruments Manufacturing	38.1	Core
334200	Communications Equipment Manufacturing	37.8	Core
334400	Semiconductor and Other Electronic Component Manufacturing	34.9	Core
334600	Manufacturing and Reproducing Magnetic and Optical Media	33.9	Core

National
average
6.7%

Research Effort #2: Cosmopolitan

Endemic – single environment



Cosmopolitan – wide ranging





Cosmopolitan – Federal Contracting

Endemic

Cosmopolitan

Only



OR

Only
(all others)



AND



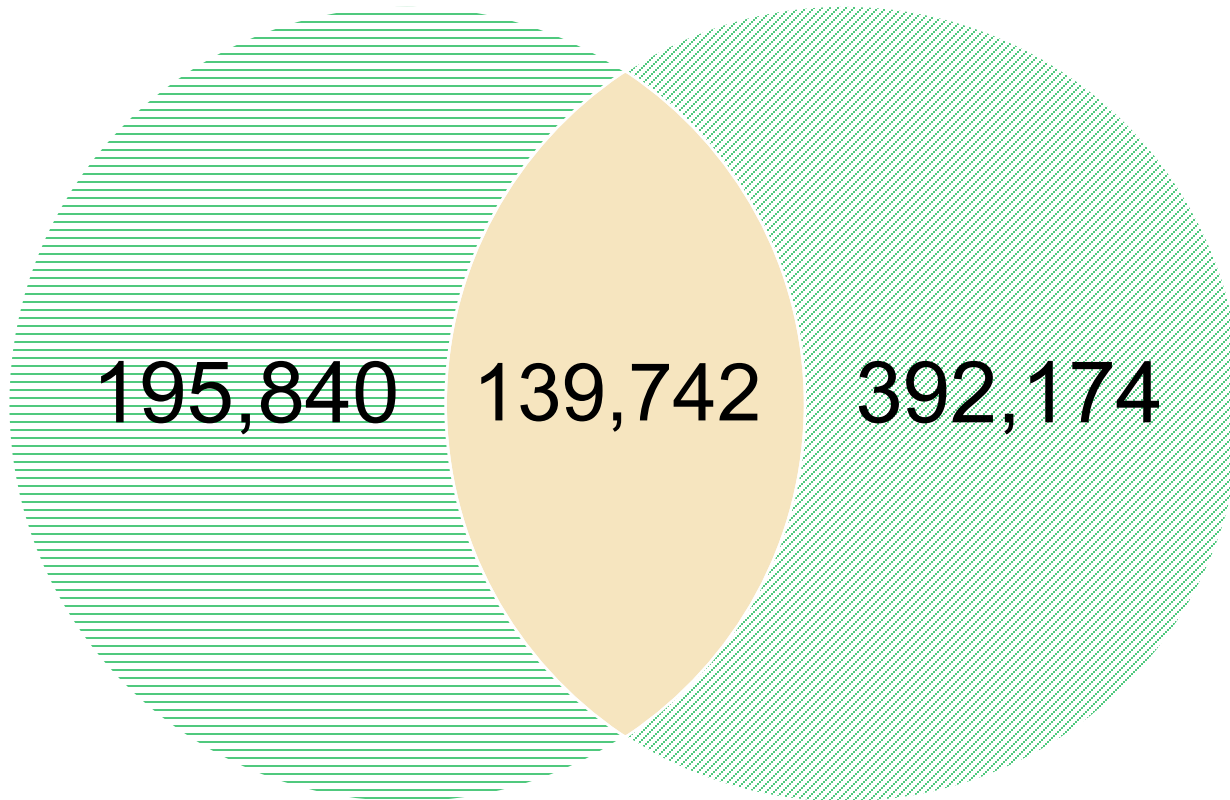
Initial Observations

Unique Contractors: (FY2001-2023)

Defense Only

Both

Non-defense Only



- Since FY2012, cosmopolitan companies are 16% of the entire federal contractor base, but account for 60% of total obligations
- In FY2023, 9% of the cosmopolitan companies did R&D work, compared to 5% of the defense contractor base and 2% of the non-defense contractor base

Sample report

Companies that:

- a) work in high-technology industry
- b) have only been non-defense endemic (no DoD work)
- c) have a FY2023 record

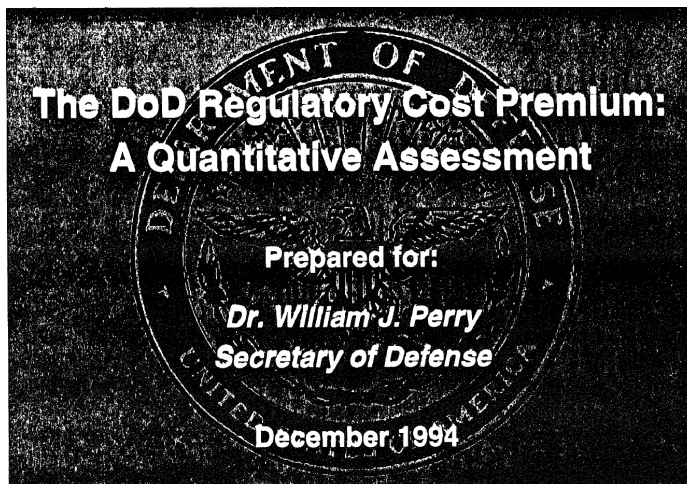
NAICS	Industry	UEI	Company	Dollars Obligated*				
	Name		Name	FY2019	FY2020	FY2021	FY2022	FY2023
541511	Custom Computer Programming Services	JV2VNJQP6J89	TRUESCAPE LIMITED	--	--	--	\$827,472	\$0
541511	Custom Computer Programming Services	ZMJFM8EAJ2H8	STONEMILL CONSULTING LLC	--	--	\$0	\$0	\$0
541511	Custom Computer Programming Services	KGHLJM1178S7	DSG SYSTEMS, INC	\$1,869,017	\$2,955,683	\$1,351,098	\$705,357	\$726,903
541511	Custom Computer Programming Services	PE7HCR4CV495	BIODESIGN COMPANY LIMITED	--	\$47,892	-\$4,512	--	\$299,900
541511	Custom Computer Programming Services	Q8TGJ4DS3CB5	THE RIGGS GROUP, P.C.	--	\$0	\$0	\$0	\$0
541512	Computer Systems Design Services	Z8W6PBA8MKY4	C&T TECHNOLOGIES LLC	\$250	\$2,381,639	\$1,434,321	\$782,047	\$0
541512	Computer Systems Design Services	HP47D5ZH4U85	DATA DYNAMICS, INC.	\$0	\$0	\$0	--	\$0
541512	Computer Systems Design Services	CDKHHKUY4KK6	GEN3 TECHNOLOGY CONSULTING LLC	--	--	\$0	\$0	\$0
541513	Computer Facilities Management Services	JX95KFNVUMU35	WCJ CONSULTANTS, L.L.C.	\$1,496,732	\$0	\$1,257,600	\$962,495	\$2,710,269
541513	Computer Facilities Management Services	UNXHJZDJB315	CORDYACK BRIAN	--	--	--	--	\$52,700
541513	Computer Facilities Management Services	LGNZKY4RM3U3	WAVEMARK, INC	\$7,223,695	\$4,231,608	\$4,174,374	\$4,704,730	\$3,873,354
541519	Other Computer Related Services	GUCBYHJYTCR5	ALEUTIANSTAR JV, LLC	--	--	--	--	\$1,079,058
541519	Other Computer Related Services	L5C9GFPC8LY4	PARYMON CORP	--	--	\$0	\$0	\$0
541519	Other Computer Related Services	GAM2KTWKMFP8	GEE WHIZ SOFTWARE, LLC	--	--	\$205,702	\$56,090	\$105,316
541519	Other Computer Related Services	JL5MFBETQJ68	THE EARNEST ANALYTICS COMPANY, INC.	--	--	\$50,000	\$47,500	\$217,750

Note. NAICS = North American Industry Classification System. UEI = Unique Entity Identifier.

* A '\$0' indicates a contract action, but \$0 obligated dollars. An '--' indicates no contract action record in that Fiscal Year.

Future research

- Cost premium of being a defense contractor



Became cosmopolitan in last five years
(FY2019-2023)
3,867 companies

Work in high-technology industries
1,358 companies

Minimalist

Only 1 or 2 DoD or
non-DoD records
333 companies

Dabbler

Still majority non-
DoD (3+ records)
355 companies

Balancer

Mix of DoD and
non-DoD records
170 companies

Adapter

Now majority DoD
(3+ records)
133 companies

Cross-pollinator

Majority (3+ records) of
both DoD and non-DoD
367 companies

10+ years non-DoD endemic
5+ years adapter or cross-pollinator
24 companies



Questions/Concerns/Discussion

THANK YOU