



GOVPATH STRATEGIES + JDP SEARCH GROUP

FEDERAL BUSINESS DEVELOPMENT · SOURCE APPROVAL · SUPPLY

VETERAN-LED SDVOSB TEAM



\$158M+

Awarded Contracts Supported

100+

Proposals Written & Submitted

~90%

Distracting Noise Eliminated

32yrs+

Federal & Military Experience

15+

Prime Meetings Arranged <1yr

VETERAN-LED SDVOSB FIRMS

GOVCLOSE-CERTIFIED FOUNDERS

U.S. AIR FORCE & U.S. ARMY VETERANS

OHIO VFBE: JDP

Connect your capabilities to buyers, pursuits and approved-source supply.

Complementary business development, source approval and distribution support for defense manufacturers, suppliers and technology firms.

CORE CAPABILITIES

01 Source Approval and NSN Strategy

End-to-end Source Approval Request (SAR) packages for manufacturers, backed by National Stock Number (NSN) market analysis to justify competing on existing NSNs or establishing new ones.

02 Preferred and Exclusive Distribution

Monitor and bid NSN solicitations on the Defense Logistics Agency (DLA) Internet Bid Board System (DIBBS) as a preferred or exclusive distributor: oil, hydraulic and air filters for air, land and sea weapon systems, and FoxFury tactical lighting.

03 Buyer Access and Capture

We get you meetings with Small Business Liaison Officers (SBLOs), contracting officers and prime contractors, then support capture so you can move the opportunity forward.

04 Proposals and Federal Visibility

Pursuit strategy, compliance matrices and proposal responses; capability narratives and SAM.gov and Small Business Search profiles aligned to how buyers search.

EXPERIENCE BEHIND THE OFFERING

Michael A. Doughty, Maj (Ret) | Proposals and Capture. Contributed to 100+ federal proposals associated with \$158M+ in awarded contract value, including Naval Information Warfare Systems Command (NAVWAR) pursuits.

JDP | Prime Contractor Access. Arranged 15 prime contractor meetings in less than one year for a precast construction company.

GovPath | International Filtration Manufacturer. Delivered federal market analysis and an NSN/SAR pathway to compete against a sole-source manufacturer; source approval in progress.

GOVPATH STRATEGIES

Michael A. Doughty, Maj (Ret)

Security Clearance: TS/SCI eligible (2029)

USAF Retired Officer

GovClose Consultant · PMP · CSM

Military: Former F-16 Crew Chief, E-3 AWACS Air Battle Manager, Cyber Warfare Operations. Civilian: Former Solution Lead for a top defense prime contractor.

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JDP SEARCH GROUP

John D. Palcisko

Former enlisted soldier, West Point graduate and U.S. Army officer; 26 years of industrial and construction experience. GovClose certified. M.S., Acquisition and Contract Management (in progress), Florida Institute of Technology.

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TARGET MARKETS AND CODES

Defense filtration, supply and lighting: NAICS 423840, 336390, 335139 · FSC 2910, 2940, 4330, 6230

Defense manufacturing and naval: NAICS 334511, 335313, 335314, 332722

Precast concrete and infrastructure: NAICS 327320, 327332, 327390, 237310

COMPANY DATA

GovPath Strategies, LLC · UEI WQLHJ1J83R5 · CAGE 23IS2 · SBA-certified Service-Disabled Veteran-Owned Small Business (SDVOSB) · NAICS 541611 · Texas

JDP Search Group, LLC · UEI H79UHEW9HAD9 · CAGE 9MU77 · SDVOSB · Ohio Veteran-Friendly Business Enterprise (VFBE) · NAICS 541611, 541614, 541618 · Ohio