RAYKON SOLUTIONS

CAPABILITY STATEMENT

Capture, proposal, program management and post-delivery sustainment for complex fabrication projects.

CORE COMPETENCIES

Capture and business development

Capture management; opportunity qualification and gate reviews; bid/no-bid analysis; competitive assessment and price-to-win; win themes and discriminators; customer and stakeholder engagement.

Proposals and contracts

Proposal management; compliance matrix and Section L/M response; Pink, Red and Gold Team reviews; technical, management and cost volumes; basis of estimate (BOE); REAs, change orders and claims.

Project and program management

Work breakdown structure, IMS and IMP; budget, schedule and resource loading; earned value: EAC, BAC, ETC, SPI; engineering change proposals; contract deliverables (CDRL) management; subcontractor and supplier management.

Construction and manufacturing projects

Steel fabrication and erection management; subcontractor and trade partner coordination; design assist and value engineering; production planning, facility layout and material flow; scheduling in Primavera P6 and Microsoft Project; estimating and procurement.

Post-delivery support and ILS management

Integrated logistics support (ILS) planning; maintenance and repair planning; field service coordination; spares provisioning and parts lists; technical data and contract deliverables; obsolescence management.

COMPANY DATA	
LEGAL NAME	
Raykon Solutions, LLC	
UEI	CAGE CODE
M2ATTJWSGFH6	96M08
BUSINESS TYPE	
Small business, woman-owned	
POINT OF CONTACT	
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NAICS AND PRODUCT SERVICE CODES	
541614	Process, Physical Distribution, and Logistics Consulting Services PRIMARY
541611	Administrative Management and General Management Consulting Services
541330	Engineering Services
R408	Support, Professional: Program Management/Support PSC

SELECTED RESULTS

$870M Request for Equitable Adjustment. Led proposal development for a supply chain and labor disruption claim. Built the cost model and the basis of estimate.

$62M Cost-plus-fixed-fee award. Capture and proposal support for a federal contract, with more than eight task orders awarded since.

40% Fewer manufacturing hours. On a $300M production program, cut manufacturing hours 40% and overtime from 19% to between 2% and 3% per unit.

$86M Airport structural expansion. Managed design assist, value engineering, schedule and trade partner coordination for structural steel.

Programs, customers and references available on request.