



## Capability Statement

RFM Solutions LLC is a U.S.-based Service-Disabled Veteran-Owned Small Business (SDVOSB) delivering actionable assessments, vetted partnerships, compliance oversight, and in-region representation that strengthen bids, accelerate execution, and reduce risk for defense and security programs in Eastern Europe. Our expertise extends to emerging defense markets, particularly Ukraine, where we provide insight into the country's evolving defense ecosystem and its expanding base of combat-tested technologies -from unmanned systems to advanced detection solutions. RFM Solutions helps clients identify and evaluate opportunities for cooperation, investment, and technology transfer that strengthen mutual defense resilience and accelerate innovation.

## Core Differentiators

Our clients have the advantage of access to a broad range of services beyond just defense market analysis or business development, such as strategy, operations planning, capture, and market development. We pride ourselves on having the client's perspective.

### Our core differentiators:

- **Veteran-Led and Client-focused:** Clients work with a dedicated engagement team led by a U.S. Navy veteran, Foreign Area Officer with 20+ years of DoD and international defense experience, supported by in-country consultants including Ukrainian and Baltic countries flag-level veterans.
- **Compliance Shield:** We provide partner vetting, inspections, and audit-ready deliverables aligned with DoD/State oversight, helping clients to reduce compliance risk.
- **Cost Transparency:** We offer modular, fixed-price packages so clients know exactly what they are buying and can easily integrate our deliverables into proposals or task orders.
- **Regional Access Advantage:** Direct, on-the-ground insight and stakeholder engagement in Ukraine and across Eastern Europe, even under travel or political constraints.
- **Proven Integration:** Deliverables designed for inclusion in proposals, training, sustainment, and FMS/USAI program execution under the "Total Package Approach" concept.

## Client Services

RFM Solutions works with clients to define their specific needs for market access, compliance, and execution support. This includes market development, strategic advisory, opportunity capture, proposal development, and marketing. We can work independently, or we can augment existing client staff resources to ensure the quality and impact of the end-product. We are highly capable in the proposal disciplines of management, development, writing, and review. We provide extensive experience and expertise in the functional areas of market development, business development, compliance, capture research, competitive assessment, technical writing, pricing and strategy. We provide the following services:



### *Foreign Defense Market Business Development*

Through our extensive network of defense sector professionals across Eastern Europe and Ukraine, we enable our clients to access regional defense markets, establish local operations, and build enduring partnerships with in-country experts. We help bridge the gap between U.S. and regional defense industries-facilitating market entry, partnership development, and long-term business growth in complex, high-opportunity environments.





### ***Capture and Pipeline Development***

We provide research, planning, and coordination capabilities designed to position clients for success in high-priority defense markets. Our capabilities include in-depth market research, competitive analysis, and on-the-ground participation in procurement and industry events to identify, qualify, and shape opportunities aligned with client objectives. Our regional presence in Eastern Europe and Ukraine allows us to uncover and track niche defense opportunities early in their lifecycle - helping clients build actionable pipelines, informed strategies, and winning proposals.



### ***Business Development and Strategy***

We support the business development needs of our clients by aligning resources, partners, and market insight to enhance competitiveness. We foster strategic teaming and joint ventures that add value, improve proposal outcomes, and expand presence in high-priority defense markets.



### ***Stakeholder Engagement & Industrial Cooperation***

Drawing on extensive experience in defense security cooperation and international relations, we provide our clients with the expertise for mapping and vetting of foreign industry partners, offset and co-production facilitation, as well as representation at trade shows, official meetings, and select in-country engagements.



### ***Compliance & Oversight***

Our client support includes comprehensive partner vetting (sanctions, corruption, beneficial ownership), site inspections and verification, Monitoring, Evaluation, and Learning (MEL) as well as End-Use Monitoring (EUM) support and audit-ready compliance documentation.

## **Leadership**

RFM Solutions LLC is led by Victor Romanenkov, the company's founder and a retired U.S. Navy Foreign Area Officer with over 20 years of experience in defense cooperation, security assistance, and international engagement. Mr. Romanenkov has served as a regional expert with the U.S. Department of Defense's European Combatant Command and U.S. Naval Forces Europe and Africa, as well as Navy Programs Chief at the Office of Defense Cooperation, U.S. Embassy in The Hague, Netherlands. He brings direct experience engaging with both mature and emerging defense markets - particularly Ukraine - in support of capability development, regional security, and defense-industry cooperation. This leadership is reinforced by a network of regional senior military and industry experts, ensuring that RFM Solutions' deliverables consistently combine U.S. defense standards with ground-truth regional insight.

## **SOCIOECONOMIC CERTIFICATIONS:**

- Service-Disabled Veteran-Owned Small Business (SDVOSB)

## **CONTACT INFORMATION:**

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