



Sterling, VA
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Small Business • Minority-Owned / SDB

Company Overview

Lujo, LLC is a Small Disadvantaged Business (SDB) specializing in Foreign Military Sales (FMS) consulting & capture support and technical writing/documentation for defense programs. We help U.S. vendors identify and shape international opportunities, align LOR/LOA packages, and deliver compliant, high-quality documentation that moves decisions forward while reducing risk.

Socioeconomic: Small Business • Minority-Owned • SDB

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Core Competencies

- **FMS Consulting & Capture Support:** Opportunity shaping & capture plans (early intel, buyer alignment, win themes, discriminators).
- **Stakeholder Engagement:** Coordinated outreach with DSCA/NIPO, U.S. Navy PEOs/program offices, U.S. Embassy/SCOs, and partner-nation liaison officers.
- **LOR / LOA Support:** Drafting/reviewing LOR inputs, affordability/schedule/risk trades, and sole-source justification support.
- **Policy & Compliance:** Practical guidance across ITAR, FAR, and DSCA policy; case development through pricing, RFP/contracting, and execution.
- **Technical Writing & Documentation:** Operational & acquisition docs (SOPs, CONOPS, SOWs, checklists, playbooks), proposal volumes, briefings, schedules, risk registers, IPT materials.
- **Program Support:** Coordination cadence, stakeholder communications, issues/risks/metrics tracking, and execution readiness.

FMS Lifecycle Support

- **Pre-LOR:** Market intel, requirement shaping, capture strategy, stakeholder mapping.
- **LOR / LOA:** LOR inputs, policy alignment, timeline & risk integration.
- **Contracting:** Proposal content, compliance checks, negotiation preparation.
- **Execution:** Stakeholder cadence, comms packages, issue/risk tracking, metrics.

Differentiators

- FMS + Documentation Fusion: Strategy and documents in one senior-led team.
- Direct Channels: Trusted ties across U.S. and partner-nation stakeholders keep actions moving.
- Rapid, Tailored Delivery: Principal-led execution and quick turnarounds.
- SDB Partner Value: Helps primes meet socio-economic goals without sacrificing expertise.

Relevant Experience (Capture Support & Technical Writing)

- **Egyptian Navy — LCU 1700 (FMS) Capture Support:** Led capture from opportunity identification through pre-LOR shaping: stakeholder mapping (NIPO/DSCA/Egypt), win-theme development, LOR language guidance, and a next-step capture roadmap with gates, risks, and timelines.
- **Egyptian Navy — 25–35m Patrol Boats Campaign (Capture Support):** End-to-end capture: market and requirements analysis, competitive positioning, buyer-fit trades, advocacy via liaison channels, pre-LOR content shaping, and capture plan execution to align platform fit, schedule, and affordability.
- **Egyptian Navy — Mine Countermeasures (MCM) Package (Capture Support):** Consolidated technical requirements (GRP hull, MNV/USV/UUV, HMS, CMS, weapons, training) into actionable capture inputs; coordinated stakeholder feedback loops, refined discriminators, and prepared capture artifacts for proposal readiness.
- **U.S. DoD — JIATF South SOP Rewrite & Document Management (Technical Writing):** \$43,000 contract to rewrite/reformat 700+ pages of SOPs; compliant with U.S. Army standards; delivered ahead of schedule and within budget with positive client feedback.

Company Information

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Registrations & Codes

UEI: FVC4TAP6XVU2 • CAGE: 9T7Z2

NAICS: 541611, 541618, 561110, 561410, 561499

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