



Lujo, LLC
*Your Partner in Foreign
Military Sales (FMS)*

Lujo, LLC
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We are proud to be an Equal
Employment Opportunity and Affirmative
Action employer, including females,
minorities, protected Veterans, and
those with disability.

CAPABILITY STATEMENT

Lujo, LLC: Your Partner in Foreign Military Sales (FMS)

Lujo, LLC is a Small Disadvantaged Business specializing in federal contracting and Foreign Military Sales (FMS). With a deep understanding of international defense sales and government contracting processes, we empower our clients to achieve success in a competitive and dynamic environment. Our expertise in FMS consulting and business development ensures seamless navigation of complex processes, stakeholder engagement, and compliance with international regulations.

CORE COMPETENCIES

Foreign Military Sales (FMS) Business Development

Lujo LLC excels in identifying and capitalizing on opportunities within the global defense market. Our team builds strategic relationships with key stakeholders, including the Defense Security Cooperation Agency (DSCA), Security Cooperation Offices (SCOs), and foreign Ministries of Defense (MODs). We specialize in positioning our clients for success by aligning their capabilities with stakeholder priorities, securing both sole-source and competitive contract awards.

Foreign Military Sales (FMS) Consulting

Our consulting services provide end-to-end support throughout the FMS process, ensuring clients navigate complex defense sales with confidence. From pre-LOR planning to program closure, we guide clients through every step while ensuring compliance with ITAR, FAR, and DSCA regulations. Our expertise includes drafting and reviewing Letters of Request (LOR) and Letters of Offer and Acceptance (LOA), providing clients with the strategic insight needed to secure high-value contracts.

Tailored Solutions

At Lujo LLC, we pride ourselves on crafting customized strategies to meet the unique needs of our clients. From strategic consulting to stakeholder engagement, our solutions are tailored to deliver measurable success in federal contracting and Foreign Military Sales.

For additional information about Lujo, LLC capabilities, please contact our office at **(631) 827-3504** or email us at tucker.lucas@lujollc.com. Visit our website at www.lujollc.com to learn more.

Company Information

TIN: 99-0615741

UEI: FVC4TAP6XVU2

CAGE Code: 9T7Z2

NAICS Codes:

541611 Administrative Management and
General Management Consulting Services

541618 Other Management Consulting
Services

561110 Office Administrative Services

561410 Document Preparation Services

561499 All Other Business Support Services

Past Performance

Client: U.S. Department of Defense (DoD)

Contract Title: SOP Rewrite and Document
Management for Joint Task Force South

Contract Value: \$43,000

Completion Date: 9/23/2024

Lujo, LLC successfully completed a \$43,000 contract with the U.S. Department of Defense to rewrite and reformat over 700 pages of SOPs for JIATF South, including classified content. We ensured compliance with U.S. Army standards and delivered the project ahead of schedule and within budget, earning positive client feedback for precision, communication, and project management.

Client: Austal USA

Project: Capture Support – LCU 1700 FMS
Opportunity (Egyptian Navy)

Period: Feb 2025 – Present

Description:

Lujo, LLC is providing strategic capture and advisory support to Austal USA for a sole-source contract under the U.S. FMS program. This includes stakeholder engagement with the Egyptian MOD and Navy, LOR drafting, and coordination with NIPO, NAVSEA, and U.S. Embassy officials to position Austal for award through an existing IDIQ.

Primary Contact

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