



# Marshall Madison Companies

Specializes in Federal Acquisition Support, Leadership Training and Real Estate Advisory Service



## CAPABILITIES OVERVIEW

**MMC Consulting**, a small disadvantaged business, specializes in federal acquisition support, leadership training and real estate advisory services. MMC's principled approach to business manifests itself in the firm's commitment to delivering high quality, results-driven services to its clients in a disciplined and effective manner.

**Acquisition Management.** MMC Consulting specializes in life cycle acquisition management support services delivered effectively via compelling communication in a collaborative manner across stakeholders.

**Professional Development.** Technical and interpersonal skill development are hallmarks of MMC's training programs. The firm can deliver off-the-shelf or tailored training programs to meet its client's needs.

**Real Estate Advisory.** MMC has executed each phase of the real estate development life cycle and can provide support as a development consultant, owner's representative or project manager as required.

### NAICS:

611430 -- Management Development Training  
541611 -- General Management Consulting  
541618 -- Other Management Consulting  
611710 - Educational Support Services  
531390 -- Other Real Estate

**DUNS #:** 081009295

**CAGE Code:** 80XC4

### Contact Information

**Richard D. Hanks**

The Marshall Madison Companies  
3540 Crain Hwy Suite 260  
Bowie, MD 20716  
(202) 321-1293  
RDHanks@marshallmadisoncompanies.com  
www.marshallmadisoncompanies.com

## CORE CAPABILITIES

### Acquisition Management Support

- Acquisition Strategy Development
- Market Research
- Post Award Administration Support
- Source Selection & Evaluation Support
- Pre-Award Documentation
- Requirements Package Development for Professional Services, Products & Information Technology

### Strategic Acquisition & Leadership Training (SALT)

- Managing the Acquisition Process
- Creating High-Performance Teams
- Conflict Resolution
- Effective Workplace Communication
- Alternative Analysis
- Mastering the Leadership Spectrum

### Real Estate Advisory Services

- Development/Construction Project Management
  - Development & Construction
  - Owner Representation
- Transaction Underwriting & Review Management
  - Site Identification & Acquisition
  - Development Scope & Program
- Qualitative & Quantitative Analysis
  - Income, Cost & Comparables
  - Due Diligence Management
- Zoning & Entitlement Review & Management
  - Government & Community Engagement
  - Public-Private Partnerships

*MMC has partner relationships with SDVOSB and EDWOSB 8(a) firms.*