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**Northwind Integration Group**

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SBA 8(A) BUSINESS DEVELOPMENT

# Business plan

NORTHWIND INTEGRATION GROUP LLC

## 1. Products and services

Northwind designs, installs and supports conference, command center and courtroom AV systems for federal agencies. Our cleared technicians deliver on secure sites, and our CTS-D designers document every system to agency standards.

Core capabilities: Conference room and huddle space AV; Command center and video wall systems; Courtroom audio and evidence presentation; Secure (SIPR/NIPR) collaboration rooms; Structured cabling and fiber; Maintenance and on-site support.

### NAICS codes

- 238210 Electrical and low-voltage contractors
- 541512 Computer systems design
- 334310 Audio and video equipment manufacturing
- 423690 Electronic parts and equipment wholesalers

### Customers and target agencies

- Department of Defense
- Department of Homeland Security
- General Services Administration

## 2. Market potential and competition

Not written yet.

## 3. Strengths and weaknesses

### Strengths

- Secret-cleared installation crews
- CTS-D and Crestron/Q-SYS certified staff
- Same-week service across the DC region

### Weaknesses and plans to correct them

- Not written yet.

## 4. Targets for the next two years

1. Not written yet.

| | 8(A) CONTRACTS | OTHER REVENUE | NON-8(A) SHARE |
|---|---|---|---|
| **Year 1** | $0 | $0 | |
| **Year 2** | $0 | $0 | |