



*Our Experience is Your Edge<sup>©</sup>*

---

**IN WITH BOTH FEET  
...EVENTUALLY**

---

*Kevin M Jans*

President

Skyway Acquisition Solutions, LLC

# KEVIN M. JANS

- 16 years as a Department of Defense contracting officer
  - US Air Force and US Special Operations Command
  - Competed and awarded contracts worth \$92,000 up to \$882 Mil
  - Bought aircraft, simulators, trainers, weapons, engineering services, specialized vehicles, maintenance services, space systems, medical equipment, body armor, radios, R&D, professional services, combat dry suits, phased array radar systems, software development...
  - Certified Federal Contracts Manager (NCMA)
  - DAU-Certified in Contracting and Program Management
- Founded Skyway Acquisition in 2011
  - Serve middle market firms with premium B2G expertise
  - BD and Capture through Proposal Management and Post Award Execution

# HOW DID I GET HERE?

1996

1998: Strike 1: Photography

2000

2001: Strike 2: Franchise Owner

2003: Strike 3: Pet Photography

2005

2007: Strike 4: Car Buying

2008: Light Bulb!

2011: Strike 4.5 – One Foot

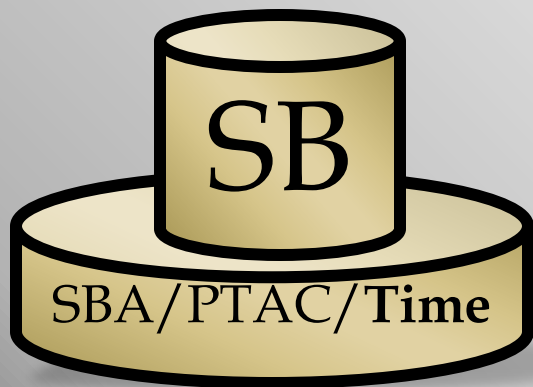
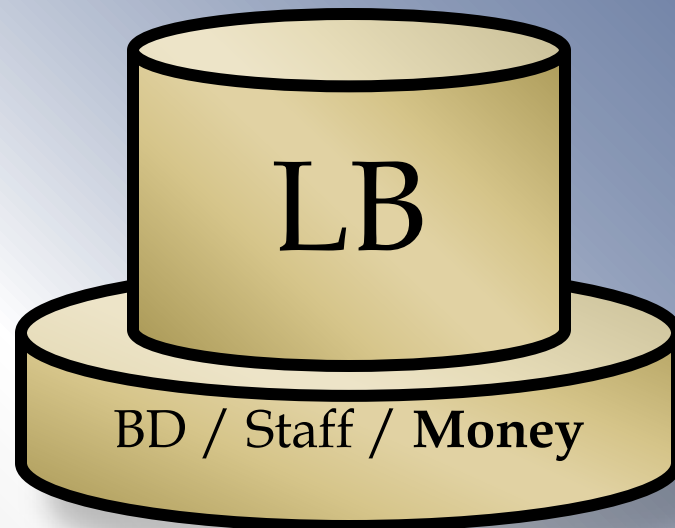
2012 (April 23): Both Feet

2013: Momentum...

*You can always quit?  
Why quit now?*

# SKYWAY'S VISION:

## WE FIX THIS!



# SKYWAY'S VISION (WHY)

To give middle market firms access to B2G experts to improve buyer/seller experience in USG competitive market.

*(I didn't actually write this down until 2 years in...)*

# CORE VALUES

## (How)

---

Creativity, Authenticity, Respect, and Ethics

We solve clients' unique puzzles

We only have two options: having fun or freaking out

---

*HINT: A core value is something we are willing to be punished to defend.*



# CORE STRATEGY

## (WHAT)



- Skyway<sup>2</sup>
  - Do a few things: do them exceptionally well
  - UPOD
  - Match our superpowers with clients' need
  - Focus on Relationships not Transactions
  - Don't own people
  - $(\text{Input} \ll \text{Output}) * (\text{A unified team}) * (M) = \text{HPRC}$
  - Protect Skyway Culture

# CORE ATTRIBUTES (WHO)



Experienced  
Creative  
Competitive  
Character-driven  
Client-centered  
Honest Brokers  
*In Beta-Mode*

Not pictured

*Mia Kinsey*

*Jen Metz*

*Ilona Goanos*

*Ronette Pratt*

*Shelley Hall*

*Don Poole*

*Eric Pina*

*Sam Isom*



**ENTREPRENEUR**

**OR**

***WANTREPRENEUR?***

# WHAT TO EXPECT

Sell

---

Communicate and/or Lead

---

Manage Instability

# WHAT TO EXPECT

- If it were easy...
- Start small. Dream big, but start small
- No short cuts (debt, investors, assumptions, etc.)
- Do you have a mentor, or three?
- Timing less important than Creativity & Execution
- Do you like every day being a new puzzle?

*“You know you’re on the road to success...it’s uphill the whole way.”*

Paul Harvey