



MOONSHOT 2027
APOLLO 23': Consulting Team
U.S South



TEAM MEMBERS



Elis Huang

Product Developer

Accounting, Finance, & MIS
Minor: Business Consulting



Lana Rizig

Product Developer

Global Studies: Global
Business, Economics, &
Development



Olindo Voria

Product Developer

International Business



Isaiah Lee

Product Developer

Management Info. Systems



Stephanie Luong

Product Developer

MIS & Organizational
Management



Problem Overview

Moonshot 2027

SAVIC INC.

Project Business Case

Create a Business Plan for a specific region within the U.S for SAVIC INC.

Determine which region in the U.S would be most profitable for SAVIC INC. to target.

Drexel has the resources that can accelerate project completion





Rationale for Our Team's Approach

Market Access and Expansion:

- ✓ State Value Determination to identify valuable states for SAVIC INC.
- ✓ Market industry identification for each state to provide valuable insight to SAVIC INC.
- ✓ Identifying 50 companies from each state for SAVIC INC. to outsource to
- ✓ Developing a Marketing Plan for SAVIC INC. to enter highlighted industries

Regulatory Compliance & Financial Considerations:

- ✓ Providing Tax Information & Real Estate regulations for company safety
- ✓ Understanding the cost of living allows the client to identify regions with a favorable economic climate, promoting cost efficiency and optimizing their outsourcing budget for maximum impact.

Agile Response to Market Dynamics:

- ✓ Enable the client to respond swiftly to changing market dynamics in the U.S. by having a local presence that can adapt quickly to industry shifts and customer demands through setting up a corporate office in the U.S South region.



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Solutions & Approach: Contents





State Value Determination

- ❑ Determined top industries in 14 Southern U.S. States
- ❑ Narrowed the number of valuable states for SAVIC INC. based on industry and tax rates to 8 states



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Market Industry & Company Identification

State Industry Analysis &
Company Search





Market Industry Identification: Arkansas

Rank	Industry	2023 Revenue (billions)
1	Soft Drink, Baked Goods & Other Grocery wholesaling	\$22.9
2	Hospitals	\$13.2
3	Wholesale Trade Agents and Brokers	\$11.7
4	Meat, Beef & Poultry Processing	\$11.6
5	Commercial Banking	\$10.7
6	New Car Dealers	\$9.8
7	Public Schools	\$8.2
8	Oil Drilling & Gas Extraction	\$8.2
9	Paper Bag & Disposable Plastic Product Wholesaling	\$7.8
10	Long-Distance Frieight Trucking	\$7.5



Market Industry Identification: Kentucky

Rank	Industry	2023 Revenue (billions)
1	Health & Medical Insurance	\$42.8
2	Automobile & Light Duty Motor Manufacturing	\$29.3
3	Automobile Wholesaling	\$25.3
4	Hospitals	\$20.6
5	Gasoline & Petroleum Bulk Stations	\$16.6
6	Chemical Wholesaling	\$12.6
7	New Car Dealers	\$12.4
8	Gas Stations with Convenience stores	\$11.2
9	Warehouse Clubs & Supercenters	\$11.1
10	Drug, Cosmetic, & Toiletry Wholesaling	\$10.9



Market Industry Identification: North Carolina

Rank	Industry	2023 Revenue (billions)
1	Life Insurance & Annuities	\$60.6
2	Commercial Banking	\$55.7
3	Hospitals	\$42.4
4	Cigarette & Tobacco Manufacturing	\$35.7
5	New Car Dealers	\$35.2
6	Drug, Cosmetic & Toiletry Wholesaling	\$34.3
7	Brand Name Pharmaceutical Manufacturing	\$26.5
8	Supermarkets & Grocery Stores	\$25.7
9	Public Schools	\$22.9
10	Warehouse Clubs & Supercenters	\$22.6



Market Industry Identification: South Carolina

Rank	Industry	2023 Revenue (billions)
1	Hospitals	\$20.2
2	New Car Dealers	\$16.3
3	Automobile & Light Duty Motor Vehicle Manufacturing	\$15.7
4	Gas Stations with Convenience Stores	\$12.6
5	Professional Employer Organizations	\$11.8
6	Warehouse Clubs & Supercenters	\$11.6
7	Supermarkets & Grocery Stores	\$11.4
8	Commercial Banking	\$11.3
9	Life Insurance & Annuities	\$10.1
10	Health & Medical Insurance	\$9.9



Market Industry Identification: Oklahoma

Rank	Industry	2023 Revenue (billions)
1	Oil Drilling & Gas Extraction	\$74.0
2	Gasoline & Petroleum Wholesaling	\$18.0
3	Hospitals	\$15.2
4	Lotteries & Native American Casinos	\$13.1
5	New Car Dealers	\$11.6
6	Commercial Banking	\$11.2
7	Drug, Cosmetic & Toiletry Wholesaling	\$10.6
8	Petroleum Refining	\$10.1
9	Gas Stations with Convenience Stores	\$9.5
10	Oil & Gas Field Services	\$7.3



Market Industry Identification: Texas

Rank	Industry	2023 Revenue (billions)
1	Gasoline & Petroleum Wholesaling	\$298.1
2	Oil Drilling & Gas Extraction	\$210.9
3	Petroleum Refining	\$170.2
4	Gasoline & Petroleum Bulk Stations	\$149.6
5	New Car Dealers	\$116.0
6	Property, Casualty and Direct Insurance	\$80.0
7	Hospitals	\$76.9
8	Supermarkets & Grocery Stores	\$72.2
9	Gas Stations with Convenience Stores	\$71.7
10	Public Schools	\$69.5



Market Industry Identification: Virginia

Rank	Industry	2023 Revenue (billions)
1	IT Consulting	\$58.2
2	New Car Dealers	\$31.3
3	Hospitals	\$27.4
4	Management Consulting	\$26.6
5	Health & Medical Insurance	\$24.1
6	Supermarkets & Grocery Stores	\$23.6
7	Real Estate Loans & Collateralized Debt	\$23.4
8	Engineering Services	\$20.4
9	Credit Card Issuing	\$18.7
10	Commercial Banking	\$18.2



Market Industry Identification: Tennessee

Rank	Industry	2023 Revenue (billions)
1	Drug, Cosmetic & Toiletry Wholesaling	\$36.3
2	Hospitals	\$32.0
3	Health & Medical Insurance	\$24.3
4	New Car Dealers	\$21.0
5	Commercial Banking	\$19.3
6	Gasoline & Petroleum Bulk Stations	\$19.1
7	Public Schools	\$18.2
8	Warehouse Clubs & Supercenters	\$15.9
9	Gas Stations with Convenience Stores	\$15.2
10	Property, Casualty and Direct Insurance	\$14.7



Company Identification: Arkansas

Company
Name

State

City

Industry

Market Cap

Revenue (in
Millions)

of
Employees

Company Name	State Initials	City	Industry	Market Cap (\$billions)	Revenue (\$millions)	Number of Employees
Axiom	AR	Conway	Internet and Web Services	\$1.95	\$617.0	3380
Alltel	AR	Little Rock	Telecommunications	\$18.00	\$400.0	1000
AMMC	AR	Paragould	Hospital & Health	private	\$72.0	672
Arkansa Electric Cooperative	AR	Little Rock	Nonprofit	private	\$190.0	248
Arkansas Heart Hospital	AR	Little Rock	Health Care	private	\$683.0	875
Bank of the Ozarks	AR	Little Rock	Banking	\$4.97	\$854.7	2315
BBA	AR	Little Rock	Mining & Metals	private	\$105.0	104
Cobb-vantress	AR	Siloam Springs	Research	private	\$660.0	1740
Collective Bias	AR	Rogers	Marketing	private	\$33.7	300
Cooper Clinic	AR	Fort Smith	Physicians and Health Practitioners	private	\$100.0	742
First Security Bank	AR	Searcy	Banking	private	\$150.0	901
Maverick Transportation	AR	North Little Rock	Trucking	private	\$360.0	3000
Munro & Company	AR	Hot Springs	Consumer Staples	private	\$160.0	1200
Nabholz	AR	Conway	Construction	private	\$620.0	810
Pace	AR	Fayetteville	Mining & Metals	private	\$770.0	3000
Riceland Foods	AR	Stuttgart	Agriculture	private	\$1,000.0	1500
Simmons Bank	AR	Pine Bluff	Finance	private	\$862.9	2923
Systems Group	AR	El Dorado	Construction	private	\$29.0	450
Travel Nurse Across America	AR	North Little Rock	Employment Agency	private	\$169.1	200
UNITI	AR	Little Rock	Telecommunications	\$1.15	\$1,100.0	787
Unity Health	AR	Searcy	Home Health Care Services		\$290.0	3000
USA Truck	AR	Van Buren	Trucking		\$551.1	2500
Vantage Healthcare	AR	Fort Smith	Health Care		\$120.0	1250
Winrock INTL	AR	Little Rock	International Trade and Development		\$102.6	1291
Woodlawn	AR	Batesville	Nursing and Residential Care		\$16.2	90
Capsearch	AR	Little Rock	Internet and Web Services	private	\$77.0	50

PAM Transportation Services	AR	Tontitown	Transportation, Trucking	\$0.40	\$486.8	2748
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APOLLO 23'
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600

100

200

750

205

1115

1400

1193

5000

6324

1600

1633

3000

1200

1500

1815

2400

15001

1650

25812

5500

22077

2000



Company Identification: Kentucky

Company
Name

State

City

Industry

Market Cap

Revenue (in
Millions)

of
Employees

Company Name	State Initials	City	Industry	Market Cap (\$billions)	Revenue (\$millions)	Number of Employees
AAF INTL	KY	Louisville	Machinery		\$52.0	456
All Tech	KY	Nicholasville	BioTech		\$1,600.0	3001
Ambrake	KY	Elizabethtown	Manufacturing		\$370.0	1600
American Fuji Seal	KY	Bardstown	Manufacturing		\$47.0	350
Bluestar US	KY	Hebron	IT Service		\$720.0	2801
BMAR & Associates	KY	Hopkinsville	Construction		\$306.9	2000
Casamigos	KY	London	Wine and Spirits		\$6.0	74
DirecTech	KY	Maysville	Technology		\$780.0	2600
Disabled American Veterans	KY	Cold Spring	Nonprofit	private	\$150.7	1892
Doc Popcorn	KY	Paducah	Food & Beverage		\$37.0	147
Evergreen Rehabilitation	KY	Louisville	Health Care		\$130.0	1400
Family Roots	KY	Louisville	Diversified Consumer Services		\$230.0	1100
Frost Brown Todd	KY	Louisville	Law Practice		\$54.0	400
Gould's Discount Medical	KY	Louisville	Medical Supply		\$33.0	100
Griffin Industries	KY	Cold Spring	Renewables & Environment		\$380.0	3000
Heaven Hill Brands	KY	Bardstown	Distillery		\$290.0	505
Jones Plastic	KY	Louisville	Plastics		\$1,400.0	1310
Landmark Community Newspapers	KY	Shelbyville	Media		\$250.0	1100
LG&E and KU	KY	Louisville	Utilities		\$1,200.0	1905
Logo Holdings Corporation	KY	Louisville	Investment Services		\$1,100.0	2410
Mazak	KY	Florence	Machinery		\$366.8	130
Medical Rehabilitation Centers	KY	Lexington	Consulting		\$650.0	2000
Meggitt PLC	KY	Erlanger	Aerospace Defense Manufacturing		\$2,100.0	10200
Montaplast-North	KY	Frankfort	Manufacturing	private	\$82.0	284
MPD	KY	Owensboro	Logistics and Supply Chain		\$110.0	375
Mubea	KY	Florence	Automotive Parts Manufacturing		\$260.0	1300

Wild Flavors	KY	Erlanger	Food & Beverage		\$180.0	2500
WKYU PBS	KY	Bowling Green	Media		\$270.0	2347
Worldwide Equipment	KY	Prestonsburg	Transportation		\$190.0	625



Company Identification: North Carolina

Company
Name

State

City

Industry

Market Cap

Revenue (in
Millions)

of
Employees

Company Name	State Initials	City	Industry	Market Cap (\$billions)	Revenue (\$millions)	Number of Employees
Abound Health	NC	Charlotte	Health Services		\$58.1	370
Accordius Health	NC	Charlotte	Healthcare		\$18.0	7500
Allegiance Security Group	NC	Morehead City	Security		\$1,400.0	7500
Ansible by Red Hat	NC	Durham	Computer Software		\$34.0	7500
Banc Of America Mortgage Capital Corporation	NC	Charlotte	Finance		\$790.0	204489
Barnes Transportation Services. INC	NC	Wilson	Transportation		\$38.0	60
Boddle-Noel Ent.	NC	Rocky Mount	Restaurants		\$440.0	10000
Bojangles	NC	Charlotte	Restaurant		\$547.4	7500
Bridge Terminal Transport	NC	Charlotte	Transportation		\$232.0	10000
Cato Fashions	NC	Charlotte	Retail		\$575.1	10500
CentOS Project	NC	Raleigh	IT		\$200.0	10001
Chartwells K12	NC	Charlotte	Food & Beverages		\$97.0	10001
Commercial Credit Group Inc.	NC	Charlotte	Financial		\$67.2	270
Community Home Care and Hospice	NC	Mooresville	Hospital		\$59.0	10001
Debbie's Staffing	NC	Winston-Salem	Staffing & Recruiting		\$470.0	9000
DPX Fine Chemicals	NC	Durham	chemicals		\$300.0	8000
Duncan-Parnell Inc	NC	Charlotte	Construction		\$36.6	192
e-Emphasys Technologies	NC	Cary	Software		\$62.9	700
Elior North America	NC	Charlotte	Food & Beverage		\$769.3	10000
Epes Logistics Services	NC	Greensboro	Transportation		\$61.0	200
Finzly	NC	Charlotte	Financial Services		\$17.8	200
flyExclusive	NC	Kinston	Airlines		\$320.0	
Fourth Elm Construction	NC	Kernersville	Construction		\$79.9	46
FurnitureLand South	NC	Jamestown	Retail		\$226.0	509
Hanes Corporation	NC	Winston-Salem	Textiles		\$300.0	67200
Hatch	NC	Winston-Salem	clothing		\$550.0	9000



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30000
11000
366
10000
60
8000
100
91
430
10001
7500
120
200
21000
7500
8666
20000
10001
170
256
20000
7500
1000

X- Culture	NC	Greensboro	E- Learning		\$46.0	7500
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Company Identification: South Carolina

Company
Name

State

City

Industry

Market Cap

Revenue (in
Millions)

of
Employees

Company Name	State Initials	City	Industry	Market Cap (\$billions)	Revenue (\$millions)	Number of Employees
SandRidge Energy	SC	Aiken	Healthcare		\$270.0	3000
Crane Carrier Company	SC	Anderson	Hospital		\$380.0	2200
Omni Air International	SC	North Charleston	Manufacturing		\$542.0	650
LSB INDUSTRIES, INC.	SC	Fountain Inn	Electronics		\$1,300.0	10800
WEBCO INDUSTRIES, INC.	SC	Denmark	Professional Services		\$7.4	3000
COMPRESSCO, INC.	SC	Greenville	Construction		\$75.0	9000
A G EQUIPMENT COMPANY	SC	Aiken	Automotive		\$150.0	3500
DOLESE BROS. CO.	SC	Stateburg	Building Materials		\$440.0	7500
CMI TEREX CORPORATION	SC	Greenville	Electrical		\$160.0	3500
TRIUMPH AEROSTRUCTURES - TULSA, LLC	SC	Hopkins	Facilities Services		\$150.0	300
REPUBLIC PAPERBOARD COMPANY LLC	SC	Greenville	Retail		\$436.8	8500
ZEECO, INC.	SC	Spartanburg	Restaurant		456.4	3100
EL DORADO CHEMICAL COMPANY INC	SC	Spartanburg	Manufacturing		\$139.4	11000
MCELROY MANUFACTURING, INC.	SC	Fort Mill	Paper products		\$300.0	6400
CLIMATE MASTER, INC.	SC	Bluffton	Healthcare		470.6	7500
OKLAHOMA STEEL & WIRE CO INC	SC	Columbia	Staffing and Recruiting		\$31.0	10000
DOWNING WELLHEAD EQUIPMENT, LLC	SC	Greenville	Hospitals		\$1,500.0	10000
ADVANCE RESEARCH CHEMICALS, LLC	SC	Charleston			\$620.0	3200
ACME ENGINEERING AND MANUFACTURING CORPORATION	SC	Duncan	Staffing		\$370.0	3000
THE HARDESTY COMPANY INC	SC	Charleston	Software		\$0.1	17000
OPTIMUS INDUSTRIES LLC	SC	Columbia	Business Management Consultant		\$9.1	16000
PRYOR CHEMICAL COMPANY	SC	West Columbia	Healthcare		\$103.0	6000
GEFCO, INC.	SC	Denmark	Air Freight & Logistics		\$39.0	4087
ORS NASCO, LLC	SC	Conway	Electrical Manufacturing		\$62.0	7500
HILTI, INC.	SC	Mauldin	Textiles		\$640.0	430
THE BAMA COMPANIES INC	SC	Rock Hill	Electrical Manufacturing		\$543.0	360

PRECOR FUND LTD	SC	Greenville	Financial Services		\$1,200.0	4533
XLerate Group	SC	Charleston	Automotive		\$77.2	
Zeus Industrial Products	SC	Orangeburg	Plastics		\$870.0	1000



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Company Identification: Oklahoma

Company
Name

State

City

Industry

Market Cap

Revenue (in
Millions)

of
Employees

Company Name	State Initials	City	Industry	Market Cap (\$billions)	Revenue (\$millions)	Number of Employees
A G EQUIPMENT COMPANY	OK	Broken Arrow	Manufacturing	Private		
ACME ENGINEERING AND MANUFACTURING CORPORATION	OK	Muskogee	Manufacturing	239.627M		
ADVANCE RESEARCH CHEMICALS, LLC	OK	Catoosa	Manufacturing	100.602M		
APEX COMPOSITES INC	OK	Ada	Manufacturing	Private		
AUTO CRANE COMPANY	OK	Tulsa	Car Body Manufacturing	446.586M		
BECCO CONTRACTORS, INC.	OK	Tulsa	Construction	Private		
BLACKWELL ENTERPRISES, INC.	OK	Wayne	Civil Engineering/Construction	Private		
BOOTH ENVIRONMENTAL SALES & SERVICE, LLC	OK	Red Oak	Civil Engineering/Construction	Private		
CAPITAL ASSETS, INC.	OK	Tulsa	Residential Property Manager	Private		
CESI CHEMICAL, INC.	OK	Marlow	Manufacturing	Private		
CITCON OIL CORP	OK	Tulsa	Manufacturing	Private		
CLIMATE MASTER, INC.	OK	Oklahoma City	Manufacturing	329.757M		
CMI TEREX CORPORATION	OK	Oklahoma City	Manufacturing	165.492M		
COMPRESSCO, INC.	OK	OKLAHOMA CITY	Manufacturing	Private		
Crane Carrier Company	OK	New Philadelphia	Manufacturing (Trucks)		\$48.6	240
DOLESE BROS. CO.	OK	Oklahoma City	Manufacturing	Private		
DOWNING WELLHEAD EQUIPMENT, LLC	OK	Oklahoma City	Manufacturing	171.635M		
EL DORADO CHEMICAL COMPANY INC	OK	Oklahoma City	Manufacturing	508.271M		
EMERGENCY SITE PROTECTION, L.L.C.	OK	Medicine Park	Car Body Manufacturing	Private		
ENERGY PROCESS TECHNOLOGIES, INC.	OK	Tulsa	Civil Engineering/Construction	Private		
GEFCO, INC.	OK	Enid	Manufacturing	392.142M		
GULFPORT ENERGY OPERATING CORPORATION	OK	Oklahoma City	Oil & Gas	2.364B		
HILTI, INC.	OK	Tulsa	Manufacturing	345.946M		
INTEGRATED SERVICE COMPANY LLC	OK	Tulsa	Oil Production	Private		
LSB INDUSTRIES, INC.	OK	Oklahoma City	Manufacturing	583.975M	\$300.0	1600
MANHATTAN CONSTRUCTION COMPANY	OK	Tulsa	Construction	Private		

Williams Partners L.P

OK

Tulsa

Natural Gas Production

Private

ZEECO, INC.

OK

Broken Arrow

Manufacturing

101.208M



Company Identification: Texas

Company
Name

State

City

Industry

Market Cap

Revenue (in
Millions)

of
Employees

Company Name	State Initials	City	Industry	Market Cap (\$billions)	Revenue (\$millions)	Number of Employees
AMPLIFY ENERGY CORP.	TX	Houston	Mobile Technology	477.456M		
APPLIED OPTOELECTRONICS, INC.	TX	Bedford	Professional Services	316.976M		
ARIS WATER SOLUTIONS, INC.	TX	Houston	Distribution	532.256M		
AST SpaceMobile, Inc.	TX	Midland	Oil & Gas	852.641M		
Atrion Corporation	TX	Dallas	Energy	403.016M		
BALFOUR BEATTY CONSTRUCTION GROUP, INC.	TX	Houston	Manufacturing	260.3 M		
BATTALION OIL CORPORATION	TX	Midlothian	Oil & Gas	504.53M		
BERRY CORPORATION (BRY)	TX	Dallas	Finance	441.676M		
Carriage Services Inc	TX	Houston	Finance	933.518M		
CASTLE BIOSCIENCES, INC.	TX	Dallas	Oil & Gas	778.516M		
CELANESE CHEMICALS, INC.	TX	San Antonio	Oil & Gas	981.504M		
Chuy's Holdings, INC	TX	Austin	Industrials	868.199M		
Clear Channel Outdoor Holdings, Inc.	TX	San Antonio	Oil & Gas	510.584M		
COMPX INTERNATIONAL INC.	TX	Dallas	Industrials	879.108M		
Coterra	TX	Houston	Oil & Gas	953.934M		
CVR REFINING, LLC	TX	Irving	Consumer Cyclical	601.407M		
Digital Turbine	TX	Austin	Health Services	371.255M		
Dril-Quip, Inc.	TX	Houston	Finance	570.053M		
DXP Enterprises Inc	TX	Houston	Real Estate	577.688M		
Enhabit, Inc.	TX	Dallas	Health Care Equipment	394.574M		
ENNIS, INC.	TX	Houston	Industrials, Electronic	879.108M		
EZCORP, Inc.	TX	Austin	Retail	913.89M		
GEOSPACE TECHNOLOGIES CORPORATION	TX	Sugar Land	Finance, Regional Bank	832.602M		
Green Dot Corporation	TX	Austin	Real Estate	478.053M		
ITERIS, INC.	TX	Friendswood	Communication Services	579.497M		
LAIRD PLASTICS, INC.	TX	Dallas	Chemical Manufacturing	Private		
LEGACY HOUSING CORPORATION	TX	Houston	Plastic Manufacturing	Private		
Nabors Industries, Ltd.	TX	Houston	Oil & Gas	Private		
NATURAL GAS SERVICES GROUP, INC.	TX	Houston	Oil & Gas Equipment	165.492M		
OIL STATES INTERNATIONAL, INC.	TX	Houston	Oil & Gas Exploration &	241.405M		
Oil States International, Inc.	TX	Houston	Business Equipment &	549.32M		
Orthofix Medical Inc.	TX	Lewisville	Oil & Gas Exploration &	101.208M		
PARKER DRILLING COMPANY	TX	Sugar Land	Utilities	508.271M		
Powell Industries, Inc	TX	Houston	Residential Construction	458.81M		
Powell Industries, Inc.	TX	Houston	Communication Equipment	329.757M		
Quanex Building Products Corporation	TX	Houston	Oil & Gas Equipment	143.491M		
Sally Beauty Holdings, Inc.	TX	Denton	Oil & Gas Equipment	171.635M		
SilverBow Resources Inc.	TX	Houston	Finance	100.602M		
Southside Bancshares, Inc.	TX	Tyler	Professional Services	239.627M		
Summit Hotel Properties, Inc.	TX	Austin	Healthcare	484.389M		
TELLURIAN INC.	TX	Houston	Communication Services	191.483M		
TETRA TECHNOLOGIES, INC.	TX	Houston	Oil & Gas Exploration &	446.134M		
U.S. Silica Holdings, Inc	TX	Katy	Oil & Gas Exploration &	392.142M		
VAALCO ENERGY, INC.	TX	Austin	Oil & Gas Equipment	551.535M		
VANTAGE DRILLING INTERNATIONAL	TX	The Woodlands	Oil & Gas Drilling	345.946M		
Veritex Holdings Inc	TX	Dallas	Chemicals	764.802M		
Vertex Energy	TX	Houston	Oil & Gas Equipment	446.586M		
WESTLAKE CHEMICAL PARTNERS LP	TX	Houston	Construction	Private		
WESTWOOD HOLDINGS GROUP, INC.	TX	Midland	Oil & Gas Exploration &	550.854M		
Whitestone REIT	TX	Houston	Medical Instruments &	591.172M		



Company Identification: Virginia

Company Name

State

City

Industry

Market Cap

Revenue (in Millions)

of Employees

Company Name	State Initials	City	Industry	Market Cap (\$billions)	Revenue (\$millions)	Number of Employees
Measurement Specialties INC.	VA	Hampton	Measuring & Controlling	748.8M	\$412.0	3721
MicroStrategy Incorporated	VA	Tysons Corner	Computer Programming	5.88B	\$499.0	2152
Blackboard INC.	VA	Reston	Software Publishers	1.28B	\$447.3	800
Mandiant INC.	VA	Reston	Cyber Security	5.31B	\$483.4	2004
RAPPAHANNOCK ELECTRIC COOPERATIVE	VA	Fredericksburg	Industrial: Electric Power	Private	\$479.2	423
PERATON SERVICES & SOLUTIONS INC	VA	Herndon	Computer Systems Design	Private	\$631.3	3112
FITESA FILM PRODUCTS LLC	VA	North	Manufacturing	Private	\$1.5B	1200
ARCFIELD ACQUISITION CORP	VA	Chantilly	Engineering Services	Private	\$468.0	1300
MCI COMMUNICATIONS SERVICES LLC	VA	Ashburn	Electronics and Appliance	Private	\$430.0	1100
THE DEWBERRY COMPANIES LC	VA	Fairfax	Engineering Services	Private	\$462.6	1600
AMERICAN SYSTEMS CORPORATION	VA	Chantilly	Engineering Services	Private	\$375.0	1650
RAND CONSTRUCTION CORPORATION	VA	Alexandria	Construction &	Private	\$400.0	301
APPIAN CORPORATION	VA	Mc Lean	Software	2.63B	\$467.9	2000
CEB INC.	VA	Arlington	Consulting	2.53B	\$949.7	4600
ELECTRONIC SYSTEMS, INC.	VA	Virginia Beach	Office Equipment	Private	\$557.7	508
HAMILTON BEACH BRANDS, INC.	VA	Glen Allen	Electrical Manufacturing	Private	\$153.6	680
IRON BOW HOLDINGS, INC.	VA	Herndon	Electronic Computer	Private	\$750.0	979
AWP USA INC.	VA	Richmond	Insurance Agencies and	Private	\$429.4	950
ULTISAT, INC.	VA	Chantilly	Satellite	Private	\$319.6	1344
CAVALIER TELEPHONE MID-ATLANTIC, L.L.C.	VA	Richmond	Telecommunications	Private	\$718.3	2000
SMS DATA PRODUCTS GROUP, INC.	VA	Mc Lean	Computer integrated	Private	\$104.0	500
THE HILB GROUP LLC	VA	Richmond	Insurance Agencies and	Private	\$565.0	2000
ARGON ST, INC.	VA	Fairfax	Search and navigation	749.8M	\$366.0	895
UIC GOVERNMENT SERVICES, LLC	VA	Springfield	Computer Systems Design	Private	\$426.3	2900
PETROLEUM MARKETING GROUP, INC.	VA	Falls Church	Oil & Gas	Private	\$161.0	503
ROANOKE ELECTRIC STEEL CORPORATION	VA	Roanoke	Electric Steel	362.8M	\$546.6	500
COMSCORE, INC.	VA	Reston	Software	212.7M	\$376.4	1382
TRI-DIM FILTER CORPORATION	VA	Louisa	Manufacturing	Private	127.5M	800
LIQUI-BOX CORPORATION	VA	Richmond	Manufacturing	Private	\$362.0	684
LUCK STONE CORPORATION	VA	Manakin Sabot	Mining	Private	\$552.4	750
DYN SPECIALTY CONTRACTING, INC.	VA	Mc Lean	Contracting	Private	\$590.0	3986
KOLLMORGEN CORPORATION	VA	Radford	Instrument Manufacturing	Private	\$820.0	2025
LUMOS NETWORKS CORP.	VA	Waynesboro	Telecommunications	424.4M	\$206.8	566
SCHRADER-BRIDGEPORT INTERNATIONAL INC.	VA	Altavista	Manufacturing	Private	\$441.1	2117
KBS, INC.	VA	Richmond	Construction &	Private	\$213.7	130
PAVION CORP.	VA	Chantilly	Computer Systems Design	Private	\$438.7	640
IRON BOW TECHNOLOGIES, LLC	VA	Herndon	Technology	Private	\$750.0	669
SOFTWARE AG USA, INC.	VA	Reston	Computer Programming	Private	\$245.0	600
DOMINION ELECTRIC SUPPLY COMPANY, INCORPORATED	VA	Arlington	Electrical apparatus and	Private	\$318.7	245
CHEMTREAT, INC.	VA	Glen Allen	Chemical Product and	Private	\$300.0	1249
BROOKS CLEAVER ACQUISITION LLC	VA	Arlington	Investment	Private	\$516.8	1042
NEW RIVER ELECTRICAL CORPORATION	VA	Cloverdale	General electrical	Private	\$247.1	900
CSC COVANSYS CORPORATION	VA	Falls Church	Computer software	1.23B	\$455.4	6800
GLOBAL TEL-LINK CORPORATION	VA	Falls Church	Telecommunications	Private	\$410.0	1035
CERTAINTED GYPSUM PRODUCTS, INC.	VA	Herndon	Manufacturing	1.30B	\$528.0	617
FISHER AUTO PARTS, INC.	VA	Staunton	Automotive	Private	\$443.5	1900
VW CREDIT, INC.	VA	Herndon	Automobile Loans	Private	\$350.0	1200
IDEMIA IDENTITY & SECURITY USA LLC	VA	Reston	Software Engineering	Private	\$600.0	1600
MEASUREMENT SPECIALTIES, INC.	VA	Hampton	Measuring and Controlling	1.37B	\$412.6	3721
TYTO ATHENE, LLC	VA	Herndon	Computer Systems Design	Private	\$126.3	1338



Company Identification: Tennessee

Company Name

State

City

Industry

Market Cap

Revenue (in Millions)

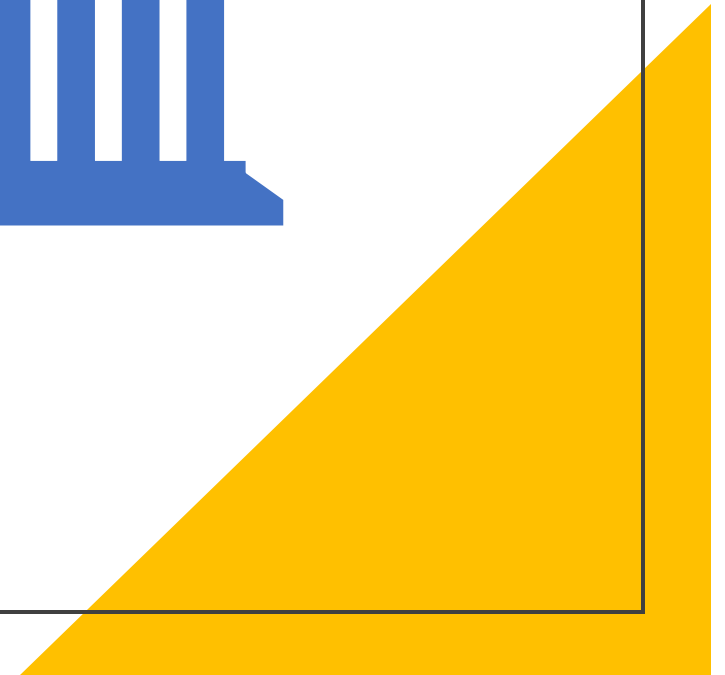
of Employees

Company Name	State Initials	City	Industry	Market Cap (\$billions)	Revenue (\$millions)	Number of Employees
BEROL CORPORATION	TN	Nashville	Manufacturing	Private	\$1,013.3	1298
UNIVERSITY OF TENNESSEE MEDICAL CENTER	TN	Knoxville	Medical	Private	\$992.3	4892
COVENANT TRANSPORT, INC.	TN	Chattanooga	Supply Chain,	Private	\$939.7	4687
INGRAM BOOK GROUP LLC	TN	La Vergne	Book Manufacturing	Private	\$859.4	1769
HCA-HEALTHONE LLC	TN	Nashville	Healthcare	Private	\$857.2	5828
MILLER INDUSTRIES, INC.	TN	Chattanooga	Equipment Manufacture	0.459	\$848.4	238
THE CARLSTAR GROUP LLC	TN	Franklin	Tires and wheels	Private	\$847.3	439
MAPCO EXPRESS, INC.	TN	Franklin	Store supply chain,	Private	\$826.0	3651
LHP OPERATIONS CO., LLC	TN	Nashville	Real estate, financial	Private	\$821.4	500
FORWARD AIR, INC.	TN	Greeneville	Freight Manufacture,	Private	\$821.4	2093
SANFORD, L.P.	TN	Shelbyville	Distribution	Private	\$819.2	1873
HIRERIGHT HOLDINGS CORPORATION	TN	Nashville	Technology, Finance,	0.869	\$806.6	1268
APAC-ATLANTIC, INC.	TN	Memphis	Contracting	Private	\$800.0	1630
DENSO MANUFACTURING TENNESSEE, INC.	TN	Maryville	Manufacturing	Private	\$787.3	3600
DAC ACQUISITION LLC	TN	Brentwood	Healthcare	Private	\$771.3	1479
ORGILL, INC.	TN	Collierville	Retailer, Hardware	Private	\$769.8	554
GENERAL SHALE BRICK, INC.	TN	Rhea	Brick Manufacturing	Private	\$752.6	3389
MEMPHIS SHELBY COUNTY SCHOOLS	TN	Memphis	Education	Private	\$726.5	1630
CONCORD EFS, INC	TN	Memphis	Fintech, Finance,	Private	\$720.4	4034
MASTERCRAFT BOAT HOLDINGS, INC.	TN	Vonore	Manufacturer of water	0.358	\$707.8	1948
ENTRANS INTERNATIONAL, LLC	TN	Athens	Engineering	Private	\$705.5	4061
VALITAS HEALTH SERVICES, INC.	TN	Brentwood	Medical	Private	\$700.0	3475
BAE SYSTEMS ORDNANCE SYSTEMS INC.	TN	Kingsport	Security, Information	Private	\$697.8	1234
SMITH & NEPHEW, INC.	TN	Memphis	Medical Manufacturing	Private	\$694.3	2168
PREMISE HEALTH HOLDING CORP.	TN	Brentwood	Healthcare	Private	\$685.0	3854
FIRSTENTERPRISES, INC.	TN	Murfreesboro	Freight Manufacture,	Private	\$682.9	4316
BULAB HOLDINGS, INC.	TN	Memphis	Chemical Engineering,	Private	\$676.0	1769
SHELBY COUNTY HEALTH CARE CORPORATION	TN	Memphis	Healthcare	Private	\$654.5	3478
CHECK INTO CASH, INC.	TN	Cleveland	Financial Institution	Private	\$627.1	4123
MEDTRONIC SOFAMOR DANEK USA, INC.	TN	Memphis	Medical Equipment	Private	\$615.3	2937
FB FINANCIAL CORPORATION	TN	Memphis	Financial	1.54	\$596.0	1390
CUMMINS FILTRATION INC	TN	Nashville	Technology Manufacturer	Private	\$583.3	803
DELEK REFINING, LTD.	TN	Nashville	Oil, Crude	Private	\$576.9	4913
FEDEX LOGISTICS, INC.	TN	Memphis	Logisitic	Private	\$569.2	3006
Aristocrat	TN	Nashville	Artificial Intelligence •	Private	-	6500
SL AMERICA CORPORATION	TN	Clinton	Auto Body parts	Private	\$568.6	3701
UNITED COAL COMPANY LLC	TN	Memphis	Coal	Private	\$532.5	1956
INGRAM BARGE COMPANY LLC	TN	Nashville	Manufacturer	Private	\$530.3	4089
PEPSI BEVERAGES COMPANY	TN	Knoxville	Beverage Manufacture	Private	\$529.8	3172
KING PHARMACEUTICALS LLC	TN	Bristol	Pharmace Manufacture	Private	\$522.9	2278
PROVIDENT LIFE & ACCIDENT INSURANCE COMPANY	TN	East Brainerd	Financial, Life Insurance	Private	\$500.9	2304
RESOURCE LABEL GROUP, LLC	TN	Franklin	Supply Chain,	Private	\$459.2	3476
GIBSON BRANDS, INC.	TN	Nashville	Manufacturer	Private	\$438.2	2304
Nissan North America, Inc.	TN	Smyrna	Manufacturer	Private	\$395.5	8000
PROPEX OPERATING COMPANY, LLC	TN	Chattanooga	Engineering Services	Private	\$346.4	3100
Bridgestone Americas Tire Operations, LLC	TN	Nashville	Manufacturer	Private	\$247.1	8200
Consolidated Nuclear Security	TN	Oak Ridge	Energy Manufacture	Private	\$455.4	8000
Motive	TN	Nashville	rtificial Intelligence •	Private	\$410.0	4000
Optum	TN	Nashville	Big Data • Healthtech •	Private	\$1.5B	160000
CORIZON HEALTH, INC.	TN	Brentwood	Healthcare	Private	\$468.0	6538



Tax & Demographic Reports

State & Local Tax Rates, Cost of Living,
Occupational Wages & Transportation Costs





Understanding the Demographic in US South Region

Consumer Unit as of 2022

Item	United States	Northeast(1)	Midwest(2)	South(3)	West(4)
Number of consumer units (in thousands)	133,843	23,083	28,341	51,921	30,497
Consumer unit characteristics:					
Income before taxes	\$90,724	\$104,423	\$87,956	\$81,251	\$99,055
Age of reference person	52.0	53.0	52.4	51.8	51.2
Average number in consumer unit:					
People	2.4	2.4	2.4	2.4	2.6
Children under 18	0.6	0.5	0.6	0.6	0.6
Adults 65 and over	0.4	0.4	0.4	0.4	0.4
Earners	1.3	1.3	1.3	1.2	1.4
Vehicles	1.9	1.7	2.0	1.8	2.0
Percent homeowner	65	63	70	67	59
Average annual expenditures	\$70,052	\$76,331	\$67,327	\$63,610	\$78,778

Population size in South Region

Region	Population	Percentage
Northeast	57,040,406	17.1%
Midwest	68,787,595	20.6%
West	78,743,364	23.6%
South	128,716,192	38.6%

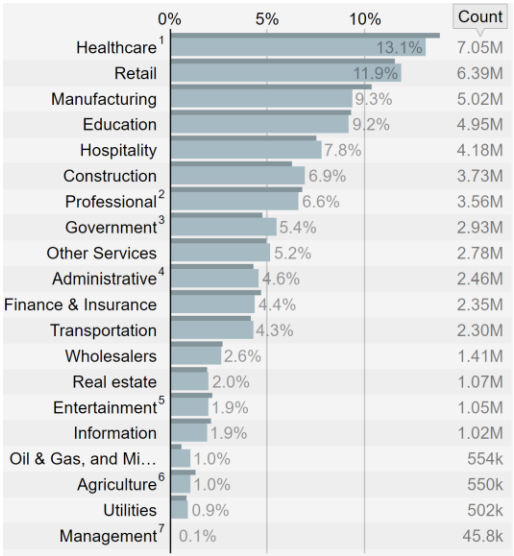
Different industries working in the South vs United States

Industry#1

Percentage of the civilian employed population aged 16 and older.

Scope: population of the United States and the South

South United States



Cost Of Living

- Texas ~ \$55,113
- Arkansas ~ \$51,595
- Oklahoma ~ \$48,651
- North Carolina ~ \$53,959
- South Carolina ~ \$48,928
- Kentucky ~ \$50,693
- Virginia ~ \$58,250
- Tennessee ~ \$52,468

Category	Average Annual Per-Capita Cost in Tennessee	Category	Average Annual Per-Capita Cost in Kentucky
Housing and Utilities	\$17,303	Housing and Utilities	\$16,436
Health Care	\$6,946	Health Care	\$7,430
Food and Beverages (non-restaurant)	\$3,016	Food and Beverages (non-restaurant)	\$3,581
Gas and Energy Goods	\$1,152	Gas and Energy Goods	\$1,263
All Other Personal Expenditures	\$24,051	All Other Personal Expenditures	\$21,983
	\$52,468		\$50,693

Category	Average Annual Per-Capita Cost in Virginia	Category	Average Annual Per-Capita Cost in North Carolina
Housing and Utilities	\$18,774	Housing and Utilities	\$17,350
Health Care	\$7,178	Health Care	\$7,179
Food and Beverage (non-restaurant)	\$3,729	Food and Beverages (non-restaurant)	\$3,630
Gas and Energy Goods	\$1,139	Gas and Energy Goods	\$1,139
All Other Personal Expenditures	\$27,430	All Other Personal Expenditures	\$24,661
	\$58,250		\$53,959

Category	Average Annual Per-Capita Cost in Oklahoma	Category	Average Annual Per-Capita Cost in Texas
Housing and Utilities	\$16,314	Housing and Utilities	\$17,540
Health Care	\$6,878	Health Care	\$6,593
Food and Beverages (non-restaurant)	\$2,756	Food and Beverages (non-restaurant)	\$3,471
Gas and Energy Goods	\$1,345	Gas and Energy Goods	\$1,197
All Other Personal Expenditures	\$21,358	All Other Personal Expenditures	\$26,312
	\$48,651		\$55,113

Category	Average Annual Per-Capita Cost in Arkansas	Category	Average Annual Per-Capita Cost in South Carolina
Housing and Utilities	\$14,879	Housing and Utilities	\$15,262
Health Care	\$6,168	Health Care	\$5,316
Food and Beverages (non-restaurant)	\$3,390	Food and Beverages (non-restaurant)	\$2,808
Gas and Energy Goods	\$1,800	Gas and Energy Goods	\$1,850
All Other Personal Expenditures	\$25,358	All Other Personal Expenditures	\$23,692
	\$51,595		\$48,928



Tax & Demographics: Employee Wages, Rates, & Transportation Costs

Computer and Mathematical Occupations: Employee Wages

State	Annual Hourly Wage	Annual Mean Wage	10th Percentile	25th percentile	50th percentile	75th Percentile	90th percentile
Texas	\$47.22	\$98,210	\$46,290	\$63,070	\$94,560	\$128,630	\$159,320
Arkansas	\$37.76	\$78,540	\$36,930	\$49,340	\$76,150	\$102,540	\$129,520
Oklahoma	\$40.45	\$84,130	\$40,240	\$53,200	\$78,350	\$104,520	\$136,230
North Carolina	\$50.25	\$104,530	\$49,880	\$68,990	\$102,370	\$133,200	\$164,980
South Carolina	\$42.19	\$87,740	\$44,490	\$59,170	\$82,030	\$107,580	\$136,550
Kentucky	\$38.69	\$80,470	\$42,520	\$52,750	\$75,110	\$100,220	\$129,120
Virginia	\$58.89	\$122,500	\$47,490	\$47,490	\$145,280	\$168,290	\$180,210
Tennessee	\$36.96	\$76,880	\$61,590	\$63,810	\$69,580	\$82,120	\$101,270

Capital Stock Tax | Franchise Tax Rates

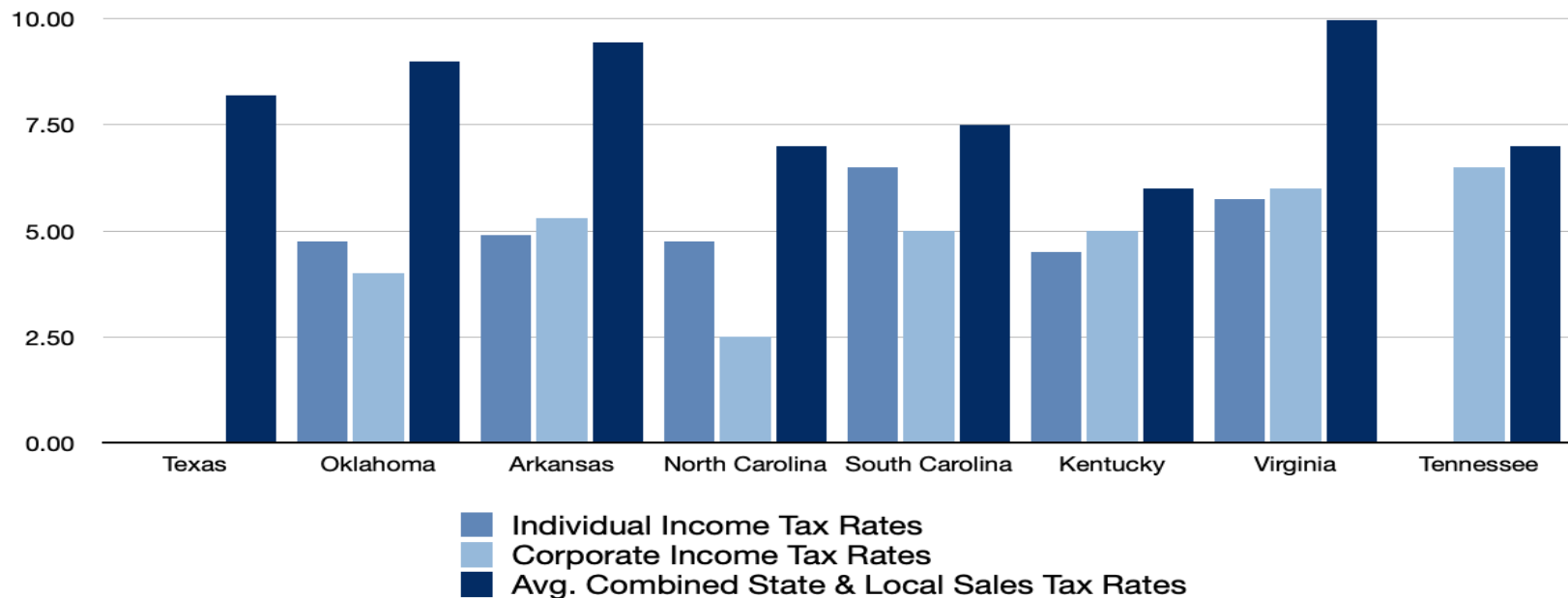
State	Top Tax Rate	Maximum Payment
Texas	NONE	NONE
Arkansas	0.30%	UNLIMITED
Oklahoma	0.125%	\$20,000
North Carolina	0.15%	UNLIMITED
South Carolina	0.10%	UNLIMITED
Kentucky	NONE	NONE
Virginia	NONE	NONE
Tennessee	0.25%	UNLIMITED

Transportation Costs | State Gas Prices

State	Avg. Gas Price Per Gallon
Texas	\$3.03/gal
Arkansas	\$3.13/gal
Oklahoma	\$3.23/gal
North Carolina	\$3.24/gal
South Carolina	\$3.11/gal
Kentucky	\$3.19/gal
Virginia	\$3.19/gal
Tennessee	\$2.89/gal



U.S South: State Tax Rates

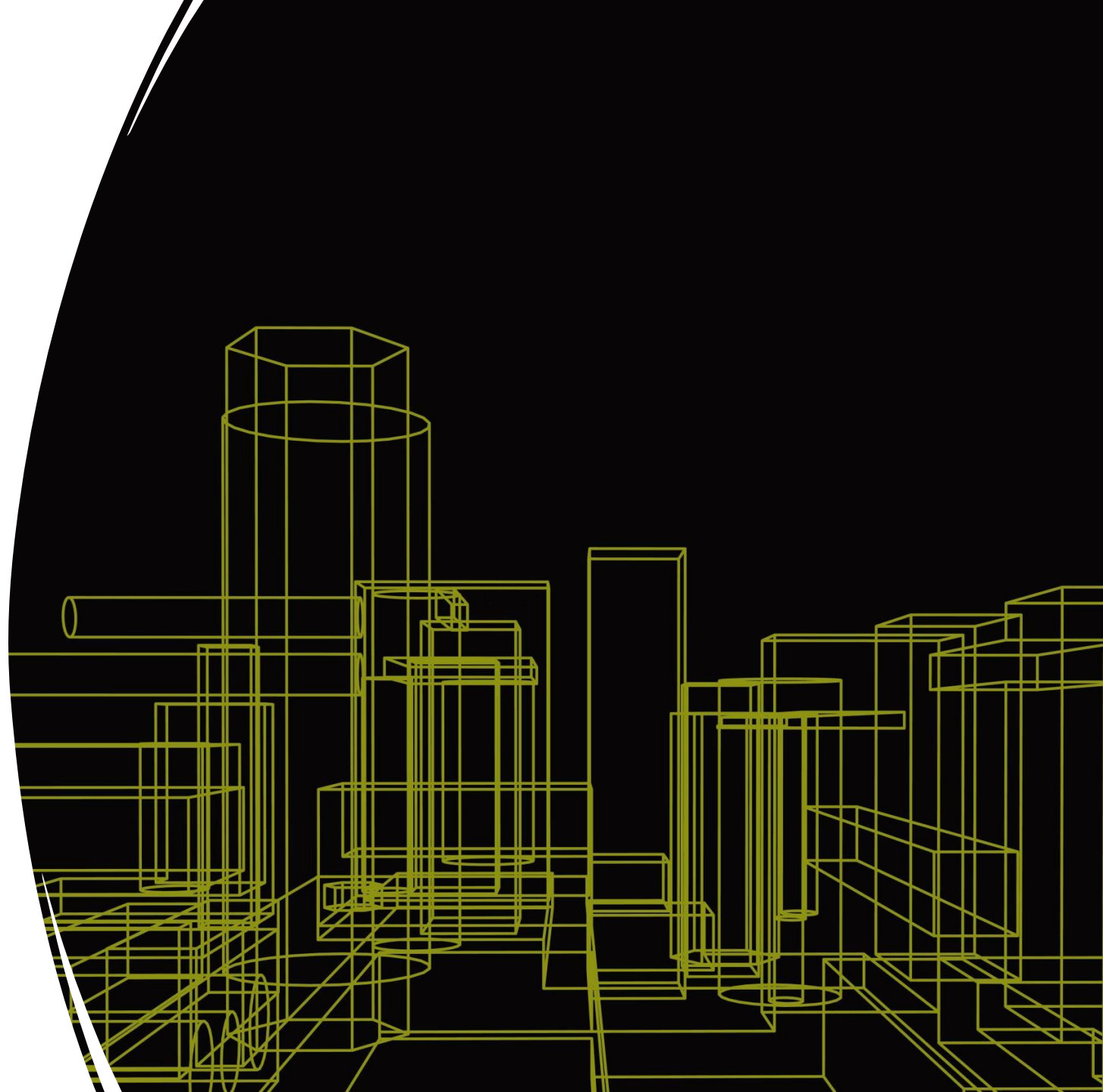


State Tax Rates

States	Individual Income Tax Rates	Corporate Income Tax Rates	Avg. Combined State & Local Sales Tax Rates
Texas	0.00	0.00	8.20
Oklahoma	4.75	4.00	8.99
Arkansas	4.90	5.30	9.44
North Carolina	4.75	2.50	7.00
South Carolina	6.50	5.00	7.50
Kentucky	4.50	5.00	6.00
Virginia	5.75	6.00	10.00
Tennessee	0.00	6.50	7.00



Marketing Plan & Strategy





Marketing Plan Directives



**ESTABLISHING AN
ONLINE PRESENCE**



**TARGETED
ADVERTISING**



**NETWORKING EVENTS,
CONFERENCES, AND
TRADE SHOWS**



**WORKSHOPS AND
TRAINING SESSIONS**



Establishing an Online Presence

- Creating Online Presence in Digital Age is Crucial
 - Garner more attention, more cost-effective with right budgeting, increases reputability and trust with clients
- Utilize LinkedIn Advertisement for attracting B2B relationships
 - Ad-Auction model pricing; set daily budget to bid for ad space against competitors, so pricing could vary starting from \$10 a day. Price depends on desirability of target audience
- Google Ads
 - Price ranges from \$1,000-10,000 per month, average click per cost (total cost of clicks divided by clicks) for business industry is \$5.47
 - Similar bidding model to LinkedIn.



Targeted Advertising



LinkedIn Advertising

Target Audience: Business professionals, decision-makers, and executives in the technology and outsourcing industries.

Ad Content: Highlight the tech company's expertise in outsourcing, showcasing success stories, testimonials, and the benefits of collaboration.



Industry-Specific Publications

Target Audience: Readers of industry-specific magazines, journals, or websites related to technology and outsourcing.

Ad Placement: Sponsored content or display ads in publications that cater to professionals in the outsourcing and tech sectors.

(Examples: Global Services Magazine, Outsourcing Magazine, CIO Magazine, Business Week, Forbes)



Google Ads with Location Targeting

Target Audience: Businesses and professionals searching for outsourcing solutions in the United States.

Ad Content: Use keywords related to outsourcing, technology, and specific services offered, coupled with ad extensions to provide additional information.



Social Media Advertising on Facebook and Twitter

Target Audience: Business owners, executives, and professionals interested in technology and outsourcing.

Ad Content: Promote content such as case studies, whitepapers, and success stories to generate interest and drive engagement.



Online Business Directories

Target Audience: Companies searching for tech outsourcing services in the United States.

Listing Optimization: Ensure the company's presence on relevant online directories and platforms that businesses use to find outsourcing partners

(Examples: Clutch, Outsourcely, IndustryNet, Sourcing Allies, Serchen)



Search Engine Optimization (SEO)

Target Audience: Companies searching for outsourcing services on search engines.

Optimization: Implement SEO strategies to improve the company's visibility in search engine results for relevant keywords.



Networking Events, Conferences & Trade Shows





Events in Virginia & Tennessee

Title	Location	Date	Fees
Business Networking In-Person Meeting	Norfolk, VA	January 17, 2024	FREE
Northern Virginia Business Alliance Breakfast	Centreville, VA	January 25, 2024	FREE
Innovate Cybersecurity Summit 2024	Nashville, TN	February 25-28, 2024	LINK
BSides Security	Knoxville, TN	May 24, 2024	LINK





Events in Florida

Title	Location	Date	Fees
MSPEXpo 2024	Ft. Lauderdale	February 13-15, 2024	LINK
SHARE Orlando 2024	Orlando	March 3-7, 2024	LINK
Gartner Data & Analytics	Orlando	March 11-13, 2024	\$4,525
Enterprise Data World (EDW) 2024	Orlando	March 25-29, 2024	LINK
Enterprise Connect 2024	Kissimmee	March 25-28, 2024	LINK
FABTECH 2024	Orlando	October 15-17	LINK





Events in Texas

Title	Location	Date	Fees
Oil & Gas Automation & Technology	Houston	February 13-14, 2024	\$1,895
The Expo at PowerXchange & TechAdvantage	San Antonio	March 3-4, 2024	\$3,800
Roseland West Texas Oil & Gas Convention 2024	Midland	March 27-28, 2024	LINK
OTC Offshore Technology Conference 2024	San Antonio	May 4-9, 2024	\$43/sqft 10'x10'
ECHSPO Technology Expos	Houston	May 23-24, 2024	LINK





Team Suggestions

- Push hard in March 2024
 - 7 events between March 3rd and 28th
 - **Lodge in Orlando FL**
 - 4 out of 7 events will be in Orlando/Kissimmee
- Prioritize Texas & Florida Events
 - Most customers will attend events in marquee locations (i.e. Orlando, San Antonio)





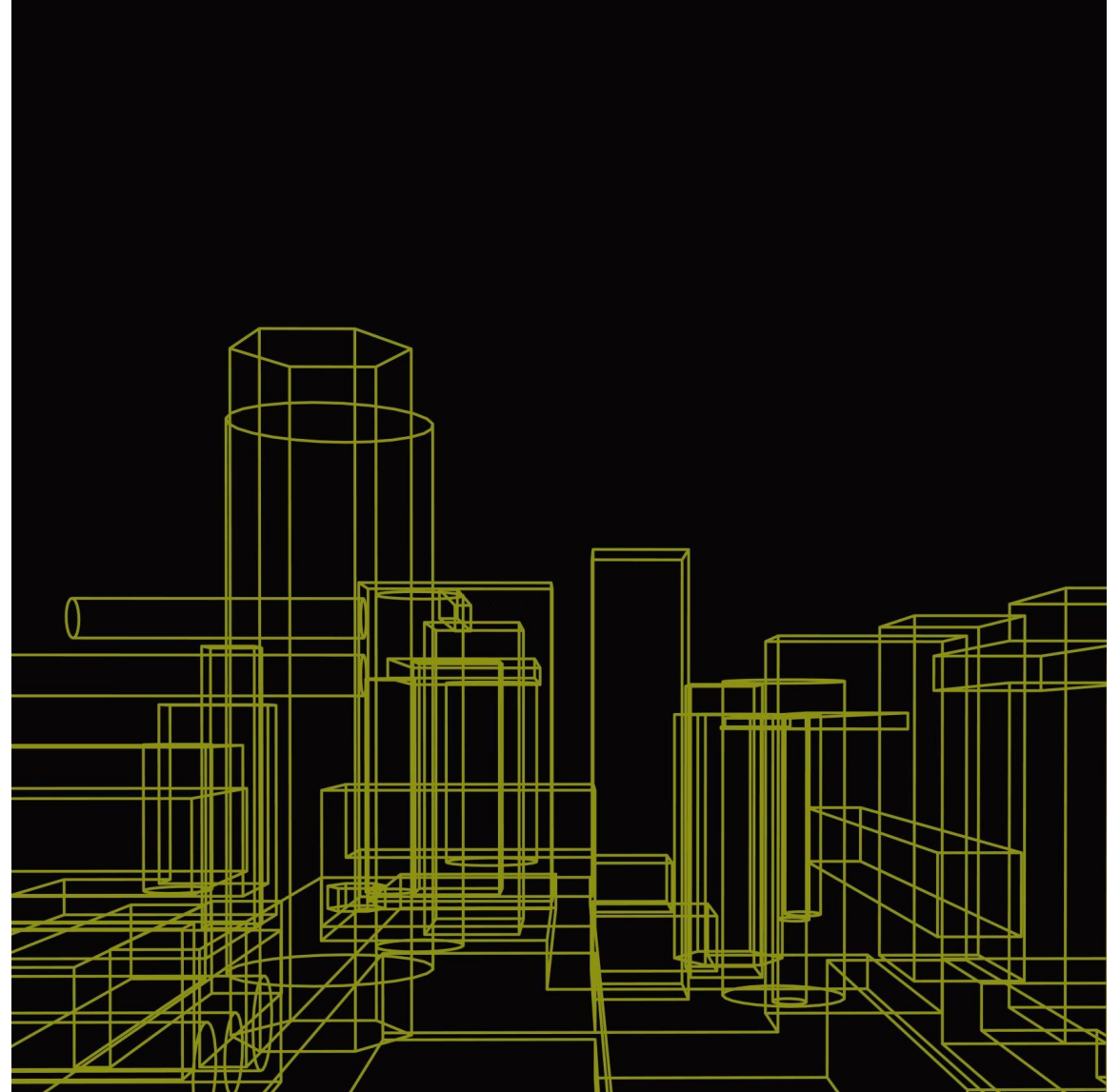
Workshops & Training Sessions

- Product Training
- Certificate Programs
- Training for clients
- Industry-Specific Workshops and Roundtable discussion
- Technology trends and Innovation
- Interactive Case Studies Workshops
- Partner with Educational and Professional Institutions
- Customer Success Stories Panel





Business Regulations & Legal Requirements





Business Regulations & Legal Requirements



Competition and Antitrust Laws:

- ❑ **Overview:** adhere to competition laws to prevent anti-competitive practices and maintain fair market competition
- ❑ **Considerations:** Compliance with the Sherman Antitrust Act and the Clayton Act

Consumer Protection Laws:

- ❑ **Overview:** compliance with consumer protection laws
- ❑ **Considerations:** Consumer Protection Act and the Federal Trade Commission (FTC) guidelines

Contract Labor Regulations:

- ❑ **Overview:** Regulations related to the use of contract labor and independent contractors to avoid misclassification
- ❑ **Considerations:** Compliance with the Internal Revenue Service (IRS) guidelines and state labor laws regarding worker classification

Intellectual Property (IP) Laws:

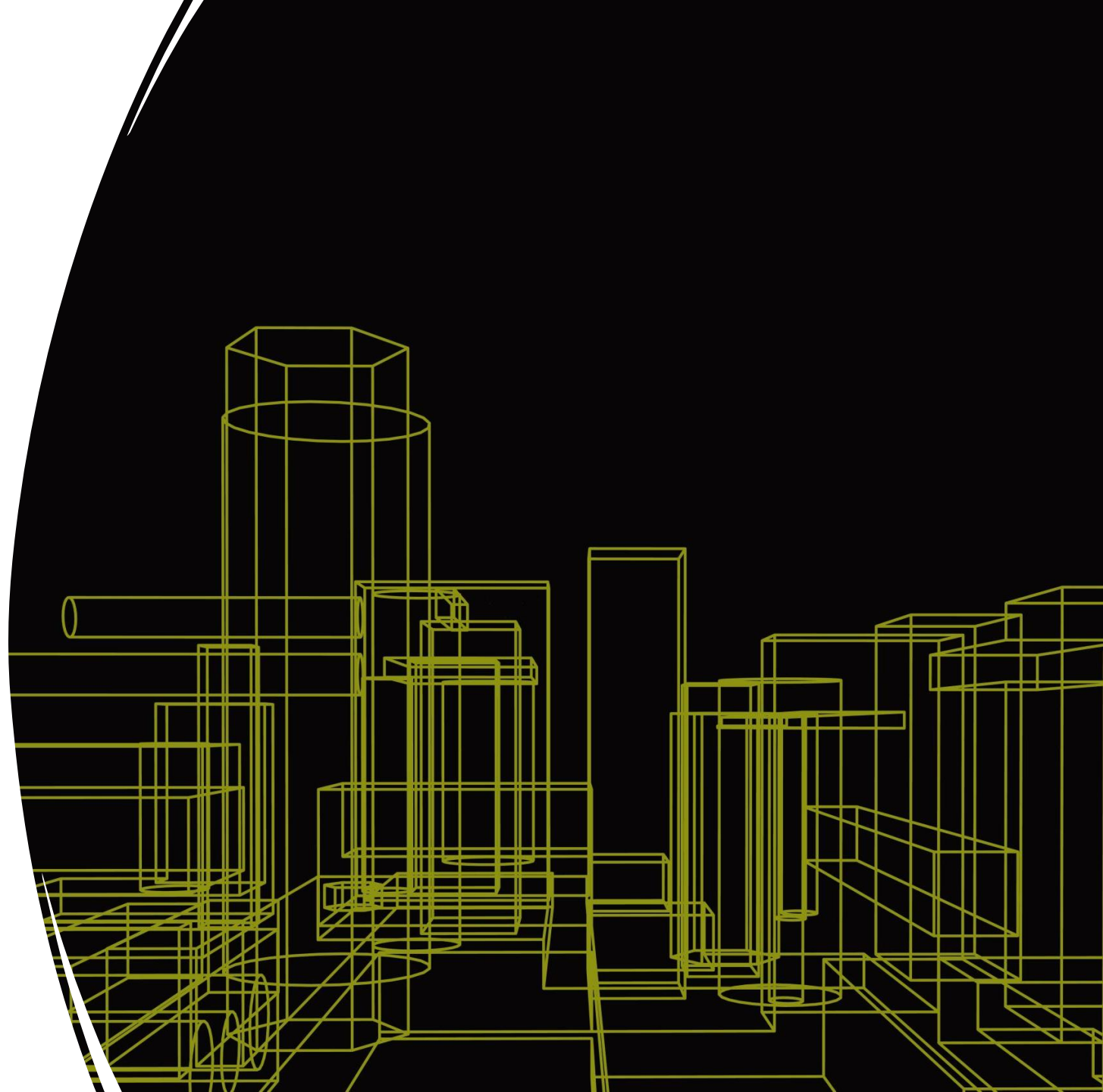
- ❑ **Overview:** outsourcing agreements often include provisions to address IP ownership and usage rights.
- ❑ **Considerations:** Patents, trademarks, copyrights, and trade secrets

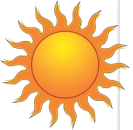
Labor Laws and Employment Regulations:

- ❑ **Overview:** Outsourcing involves workforce considerations, and compliance with labor laws is crucial
- ❑ **Considerations:** Adherence to wage and hour laws, employment eligibility verification (Form I-9), and compliance with the Fair Labor Standards Act (FLSA) are essential



Setting Up a Corporate Presence in US South Region





Setting up Office in the US South Region

Lease Rate: Approximately \$29 per square foot (average in Dallas for)

Space Requirement: Varies based on operational needs.

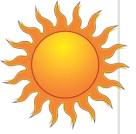
For a 1,000 sq. ft. space: \$29,000 per year (leasing)

For a 2,000 sq. ft. space: \$58,000 per year (leasing)

	Lowest	Average		
Office Space SQ	29,000	58,000		
Utilities	1000	5000		
Furniture (Fixed-Fee)	5000	20000		
Technology Infrasture	8,000	15,000		
Total:	43,000	98,000		

Texas (Dallas or Houston):

- Pros:
 - Thriving economies
 - Diverse industries
 - Strong technology presence
 - No state income tax
 - Major business hub with opportunities for SAVICtech

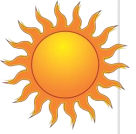


Setting up Office in the US South Region

Lease Rate: \$31.14 per square foot (average in Nashville)				
Space Requirement: Varies based on the size needed for operations				
For a 1,000 sq. ft. space: \$31,140 to \$55,000 per year (leasing)				
For a 2,000 sq. ft. space: \$62,280 to \$110,000 per year (leasing)				
	Lowest	Average		
Office Space SQ	55,000	110,000		
Utilities	1000	5000		
Furniture (Fixed-Fee)	5000	20000		
Technology Infrasture	8,000	15,000		
Total:	69,000	150,000		

Tennessee (Nashville or Memphis):

- Pros:
 - Business-friendly environment
 - Diverse economy
 - No state income tax on wages
 - Relatively lower cost of living



Setting up Office in the US South Region

Lease Rate: Average rate in Fairfax was \$29.85 per square foot in 2			
Space Requirement: Varies based on operational needs.			
For a 1,000 sq. ft. space: \$29,850 per year (leasing)			
For a 2,000 sq. ft. space: \$59,700 per year (leasing)			
	Lowest	Average	
Office Space SQ	29,850	59,700	
Utilities	1000	5000	
Furniture (Fixed-Fee)	5000	20000	
Technology Infrasture	8,000	15,000	
Total:	43,850	99,700	

Virginia (Northern Virginia, Fairfax, Richmond):

- Pros:
 - Strong technology and government contracting sectors
 - Proximity to Washington, D.C.
 - Well-educated workforce
 - Tech-savvy environment in Northern Virginia



Setting up Office in the US South Region



Legal Structure Documents (Inc)



Employer Identification Number (EIN)



Tax Registration



Real Estate Regulation



Insurance (General & Employee)



Register with State Secretary of State



Team Reports: Contributions, Hours, & Outsourcing Challenges



APOLLO 23'

MOONSHOT 2027



Individual Contributions & Hours

Names	Hours	Contributions
Elis Huong	14 Hours	Sprint 2 Scrum Master (State Identification Analysis, workshops & training sessions, Setting up an office in South Region, Cost of Living Demographics & Company Search)
Isaiah Lee	16 Hours	Product Owner, Sprint 4 Scrum Master (Market industry identification, client communication, Company Search & Industry Focus)
Steph Luong	13.5 Hours	Sprint 0 & 3 Scrum Master (Establishing Online presence, Industry Focus & Company Search in Texas and Oklahoma, Networking events in Texas)
Lana Rizig	15 Hours	Sprint 1 Scrum Master (State identification analysis, taxes & legal regulations, targeted advertising, industry & company search)
Olindo Voria	14.5 Hours	Sprint 5 Scrum Master (Industry & company search & networking events/conferences)



Outsourcing Challenges & Solutions



❑ Misunderstandings of Expectations

During the project, initially, we thought we only needed 25 companies per state, but with the next meeting, our team found out that we needed 50 in total. We had misunderstood SAVIC INC's expectations due to wording differences and that caused us to fall behind.

Solution: Ask clear questions about what was expected of us and be hyper specific about our deliverables to avoid any confusion

❑ Scheduling Conflicts:

As Yuvraj had to meet with multiple teams and his own team, it was difficult for us to have a consistent meeting time with him. It got more difficult whenever he returned to India, as we were trying to be mindful of his schedule.

Solution: Before ending the meeting with Yuvraj, we scheduled the next meeting in the zoom to avoid missed emails and missed communication.



Conclusion

- Our findings provided market analysis and strategy and implementation aspects of a business plan for SAVIC INC.
- Created solid starting point for SAVIC INC to continue research
- The South Region of U.S can be very profitable to invest in based off findings
 - Texas has base companies that may have a need for SAVIC INC to enter the market with relative ease with attractive tax rates for businesses
 - North Carolina would be a breakthrough state due to their top industries and reliance on IT

