V&M SYSTEMS GROUP LLC

EDINBURG, VIRGINIA · SMALL BUSINESS

Energy and infrastructure advisory for U.S. government programs and companies in emerging markets.

CAPABILITY STATEMENT

V&M ADVISORY

OCTOBER 2026

UEI K51PB7ZFL4K6
CAGE 25KG5

PRACTICE OVERVIEW

V&M Advisory is a practice of V&M Systems Group LLC, a Virginia small business, led by Dru Ebenau, Co-founder and Principal. It provides energy and infrastructure advisory for U.S. government programs and for companies working in emerging markets, as engagements with defined deliverables. Where a program also needs aerial inspection, mapping or imagery, one small business delivers both under one subcontract.

ENGAGEMENT TYPES

- **Energy-sector technical assistance.** Program planning, counterpart advisory and reporting for U.S. government energy and infrastructure programs. Deliverables: assistance plans, briefings, oversight reports.
- **Market entry and government engagement.** For U.S. companies: regulatory and local-content obligations, partner screening, engagement plans with host governments and DFC, EXIM and USTDA. Deliverables: obligations memo, partner shortlist, engagement plan.
- **Economic and market analysis.** Country and sector assessments, investment-climate analysis. Deliverables: written assessments and briefings.
- **Proposal and program support for primes.** Technical approach, regional context, named key personnel on bids. Deliverables: proposal sections and a letter of commitment for the named lead.
- **Integrated advisory and aerial data.** Advisory paired with V&M's aerial inspection and mapping of energy and infrastructure sites, under one subcontract. Deliverables: advisory products with inspection findings and mapping products.
- **Security cooperation and policy analysis.** NATO and alliance policy, regional strategy, policy review, security-cooperation program analysis. Deliverables: analysis and briefing products.
- **Training and instruction.** Economic tradecraft, energy-policy and regional curricula. Deliverables: curricula and instruction, in classroom or virtual formats.

PRACTICE LEAD

Dru Ebenau, Co-founder and Principal. Dru Ebenau co-founded V&M Advisory and leads it as Principal, including its engagements and its work with prime contractors. He served as a U.S. Foreign Service Officer from 2010 to 2025, with assignments as economic officer, energy policy advisor and NATO policy lead. He managed U.S. government technical assistance for post-discovery energy-sector planning in Guyana and oversaw more than $39 million in infrastructure projects across South and Central Asia. He has facilitated public-private investment partnerships in energy and infrastructure, produced market analysis for U.S. companies entering emerging markets in Latin America, the Middle East and Eastern Europe, and briefed senior U.S. and partner-government officials.

The practice is new to V&M. The experience described is Dru Ebenau's own, from his government service, and is attributed to him rather than to V&M.

WORKING WITH PRIME CONTRACTORS

- **Teaming partner.** A named practice lead and defined deliverables for a prime's task orders and proposals, counted toward the prime's small-business subcontracting goals.
- **Key personnel.** Named key personnel with a letter of commitment on proposals.
- **Subcontracts.** Scoped by deliverable (firm-fixed-price) or by labor category (time-and-materials).
- **Direct award.** V&M responds to sources sought notices and solicitations as prime.

COMPANY DATA

UEI	K51PB7ZFL4K6
CAGE	25KG5
SAM	Active, all awards
SIZE	Small business
INVOICING	DoD, PIEE/WAWF live
CONTRACTS	FFP by deliverable; T&M by labor category
LOCATION	On-site in the Washington, DC area or remote

NAICS

MANAGEMENT AND TECHNICAL CONSULTING
541611, 541690, 541618

TRAINING
611430

PSC

PROGRAM MANAGEMENT AND POLICY
R408, R406, R410, R499

SPECIAL STUDIES AND ANALYSIS
B507, B543, B549, B599

TRAINING AND CURRICULUM
U008

DIFFERENTIATORS

- **Named practice lead.** Defined deliverables on every engagement, led by the Principal.
- **Advisory and aerial data.** One small business, one subcontract, for programs that need both.
- **Small-business credit.** Counts toward a prime's small-business subcontracting goals.
- **Contracting in place.** SAM active for all awards and DoD invoicing through PIEE/WAWF; V&M handles representations, certifications and flow-downs.

POINTS OF CONTACT

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