BYNUM CONSULTING

Bynum Consulting LLC helps defense-tech companies, small businesses, and universities win federal work, and advises Kansas City firms on growth.

Led by a U.S. Army Special Operations veteran, Korean linguist, and intelligence specialist, we bring prime-level BD discipline to small teams.



OUR RECORD OF SUCCESS:

- Won a Phase I and a Phase II SBIR award in 2026, building both proposals end to end.
- Finnish defense manufacturer placed at Operation Northern Strike with the Michigan National Guard, with a U.S. entry strategy under foreign ownership.
- Four STRATFI and TACFI packages built and submitted in 2026, structured with matching funds, private capital, and program office sponsorship.
- Multi-million-dollar federal programs supported, and $10M+ in early-stage investment and program capital deployed.
- 17+ commercialization programs executed, engaging 200+ startups.

Federal work. Kansas City growth.

FEDERAL BUSINESS DEVELOPMENT

- Opportunity identification and capture planning against funded DOW and federal programs
- SBIR/STTR, STRATFI, and TACFI: topic selection, proposal development, and compliance review
- Proposal writing, teaming, subcontracting, and SDVOSB set-aside positioning
- Transition planning toward Phase III and program of record

KANSAS CITY CONSULTING

- Business strategy and growth planning for Kansas City firms
- SBA certification readiness: SDVOSB, VOSB, 8(a), and WOSB
- SAM registration and capability statements
- Federal market entry: the agencies, primes, and contract types that fit

Also: foreign entity DOW entry, export control, and DD 2345 groundwork.

*Organizations we have supported:

Let's Talk:

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SBA U.S. Small Business Administration — SERVICE-DISABLED VETERAN-OWNED CERTIFIED

SBA U.S. Small Business Administration — VETERAN-OWNED CERTIFIED

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*Logos represent programs and institutions supported; not all represent direct contracting relationships.