

# weVENTURE™

POWERED BY *Florida Institute of Technology*



## CASE STUDY:



## OVERVIEW

Kegman, Inc. is a Woman Owned/Veteran Owned Small Business that provides advanced scientific, engineering and technical services to government and commercial customers. Kegman's customer base includes NASA, United Launch Alliance, the Mine Safety and Health Administration, and the Air Force Technical Applications Center (AFTAC).

The company was established in December 1999 by Susie Glasgow and began full-time operations in March 2011, coinciding with the creation of the Small Business Administration's Women Owned Small Business Program-8M. Kegman currently employs 17 people and has generated over \$1.1M in annual revenue over the past three years. Kegman is on track to grow to over \$5M dollars in annual revenue in 2017, supporting a workforce of over 40 people.

## OBJECTIVES

- Complete review of policies and procedures; seek administrative efficiencies that allow management to spend more time developing new business.
- Achieve sales of \$1.12M in year one and increase direct labor by five full-time employees with an annual growth of 20% (\$1.4M sales).
- Win all re-compete contracts within three years, become ISO 9001:2008 certified, enhance corporate equity by holding six prime contracts with five-year terms.

## OUTCOMES

- IGNITE 360® mentors assisted Kegman in reducing cost and improving business focus, resulting in the sale of its residential/commercial security business. Participating in IGNITE 360® also assisted with the development of a new government services line of business.
- Revenues increased approximately 55% following Kegman's IGNITE 360® graduation, totaling \$1.4M in 2014 revenue. Kegman has experienced a three-year average annual revenue of \$1.1M dollars (2013-2015).
- Increased staff from 10 full-time employees to 17 full-time employees.
- Completed ISO 9001:2008 program and was third party certified in 2015.
- Enhanced company brand, created an appealing website and relocated corporate headquarters to a 2,100-square-foot, professional office in the Florida Tech Research Park.

## TESTIMONIAL

*"Looking back, I can tie the growth of my business directly to the fine professionals and exceptional programs at weVENTURE. Now, as a mentor sitting on the other side of the table, I continue to gain new perspective on methods to enhance my own business growth."*

## COMPANY INFO

www.kegmaninc.com | 321-242-9874



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weVENTURE's **IGNITE 360® Business Mentoring Program** provides three distinct levels of customized coaching and mentoring for womenpreneurs in all industries and stages of business – from startups to emerging businesses (established) and larger, second-stage companies. IGNITE 360® participants are matched with a hand-selected group of expert advisors who address current business challenges and determine steps needed to reach desired outcomes.

## WHAT IS IGNITE 360®?

- IGNITE 360® mentors assist business owners in identifying and pursuing their most efficient and profitable revenue streams.
- weVENTURE's IGNITE 360® Program teaches participants how to spend more time ON their business, not just IN their business.
- weVENTURE's IGNITE 360® mentors guide each business owner through monthly goals and hold participants accountable for addressing business challenges, which may include legal, financial, marketing, HR, succession planning issues and more.
- The IGNITE 360® program was designed to work around the hectic schedules of today's womenpreneurs.
- IGNITE 360® offers highly effective mentoring in three distinct levels; IGNITE 360® TRANSITIONS for organizations that need strategy before growth or change; IGNITE 360® ADVANTAGE for companies that are committed to growth; IGNITE 360® PREMIER for larger companies that are focused on transformational activities and gross more than \$500k/year.

## DATA & OUTCOMES

93% of IGNITE 360® graduates have created additional jobs after completing the program.

58 companies have graduated the IGNITE 360® Mentoring Program since its inception.

Clients have an average 40% increase in revenue after completing the IGNITE 360® Mentoring Program.

12% of clients have reached the \$1M+ revenue mark.

Graduated 3 International Companies (8%) from IGNITE 360®.

## DID YOU KNOW?

- IGNITE 360® is the only program of its kind for entrepreneurs in Brevard County.
- weVENTURE offers no cost, one-on-one consultations as well.
- weVENTURE partners with local businesses and organizations that provide partial scholarships for IGNITE 360® participants.

## LEARN MORE

Contact us at [weVIGNITE@fit.edu](mailto:weVIGNITE@fit.edu) or visit [mlb.weVENTURE.org](http://mlb.weVENTURE.org).

## Key IGNITE 360® SPONSORS

