

## **APAC Success Story: Peregrine Integrated Management, Incorporated**

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Upon retirement in 2009, retired U.S. Air Force Colonels, Chris Tafner and Steve Eggensperger, started Peregrine Integrated Management in 2010. They became APAC clients in 2013.

APAC Procurement Counselor Mary Love helped them get their first government contract in October 2015. In less than two years, they have been awarded \$810,000 in federal contracts.

Peregrine offers three types of goods and services:

1. Professional Services - project management, business process improvement, quality management, professional recruiting, and administrative management.
2. Training - Falcon Academy, a licensed technical school, established in January 2017. The academy teaches: project management, quality management, and cyber security
3. Battery sales - large lead-acid batteries.



In 2015, Peregrine was invited by Lockheed Martin to attend a congressionally sponsored program in Washington, D.C. Only 50 companies (one from each state) were chosen to attend. Peregrine was the first Arkansas company ever to attend. While there, they were chosen as the company possessing the best federal profile in terms of System of Award Management (SAM) registration, Dynamic Small Business (DBS) search and capabilities narrative. Tafner credits APAC counselors Max Franks and Mary Love for this recognition as a result of their input and assistance while initially setting up their profile. Another recent accolade for Peregrine came in 2016 when they became the first veteran- owned company to receive The Governor's Quality for Performance Excellence Award.

Peregrine enjoys partnering with other Arkansas companies to win contracts that those companies might not have otherwise been able to compete for. They also enjoy mentoring other businesses. To date, they have mentored six businesses, of which two are woman owned.

"APAC is the best first step to take when considering government contacting. There is simply not a more efficient way of doing it" Tafner said.

Connect with our [APAC counselors](#) to assist you with the first steps when your business decides to delve into government contracting at 501-671-2390.



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