Introduction:

Booz Allen Hamilton, a Fortune 500 company, has been at the forefront of strategy and technology consulting for more than 100 years. Today, Booz Allen is a leading provider of management consulting, technology, and engineering services to the US government in defense, intelligence, and civil markets. We also serve major corporations, institutions, not-for-profit organizations, and international clients.

Booz Allen helps clients achieve success today and address future needs by applying our expertise in such areas as systems development, cybersecurity, advanced engineering, and innovation to design, develop, and implement solutions. We attribute the strength of our client relationships, the commitment of our people, and our strong financial position to our management consulting heritage and collaborative culture. Our single profit and loss structure removes internal barriers and gives us the agility to adapt to changes in the market and ensure our focus on client missions and results. At the dawn of our second century, we continue to build on our legacy of innovative client service by investing in new and different ways to solve our clients’ toughest problems. This effort is guided by “Vision 2020,” our comprehensive strategy to position for sustainable quality growth.

Over the past decade, Booz Allen’s high standing as a business and an employer has been recognized by dozens of organizations, including Fortune, Working Mother, Forbes, and G.I. Jobs.

Client Experience:

Today, Booz Allen’s clients span government and industry and include: the Department of Defense and all branches of the US military; intelligence agencies; civil agencies, including those under the Department of Homeland Security, the Department of Health and Human Services, and the Department of the Treasury; major corporations with a focus on financial services, health, and energy; international government ministries primarily in the Middle East/North Africa; and not-for-profit organizations. We support these clients in addressing complex and pressing challenges, such as improving efficiency, managing change, improving cyber capabilities, transforming the healthcare system, combating global terrorism, and protecting the environment.

Markets We Serve:

Based on FY15 revenue

% of FY15 Revenue by Contract Type

Cost Reimbursable 55%  
Time & Materials 25%  
Fixed Price 20%  
Prime 91%  
Sub 9%

Note: Financial information contained in this fact sheet is based on FY15 full year results

Revenue, EBITDA, and Margin

Diversified Contract Portfolio as % of FY15 Revenue

- Largest single definite contract: 2.6%
- Largest task order on ID/IQ contract: 1.6%