



## **Deep Water Point & Associates Appoints Eric Heffernan as Senior Vice President, Enterprise Business Segment**

*Company adds over 25 years of experience in the government contracting industry to its executive team*

**McLean, VA – September 30, 2025 – [Deep Water Point & Associates](#)** (DWPA), a leading provider of strategic growth, management consulting, and federal market advisory services and portfolio company of [Renovus Capital Partners](#) (“Renovus”), today announced the appointment of government contracting veteran Eric Heffernan as Senior Vice President, Enterprise Business Segment.

“Eric is an industry leader with significant experience in advising government agencies and contractors on transformation, innovation, and mission execution,” said Naval Aggarwal, Chief Executive Officer, DWPA. “He has a proven track record of helping organizations balance strategic priorities with mission-driven outcomes, establishing himself as a trusted advisor to senior leaders across the federal government and the contracting industry. We are excited to add Eric to our executive team.”

In his role as Senior Vice President of the Enterprise Business Segment, Heffernan will work with some of the largest firms in the federal contracting industry to strengthen their market positioning, accelerate growth strategies, and align solutions with the evolving needs of federal clients. He will leverage his unique combination of advisory and technology expertise to help clients navigate an increasingly complex landscape, deliver value to their government partners, and achieve long-term business objectives.

Heffernan joins DWPA from Guidehouse, where he served as a Partner and market lead for the federal civilian economic development portfolio, overseeing advisory and technology engagements for clients such as the Department of Commerce, U.S. Department of Agriculture, General Services Administration, Office of Personnel Management, and Department of Labor. In this capacity, Heffernan directed large multidisciplinary teams to deliver solutions in organizational transformation, workforce strategy, federal acquisitions, and shared services. He was instrumental in aligning capabilities across diverse business units, nurturing industry partnerships, and positioning Guidehouse as a trusted advisor to federal leaders.

“Enterprise companies are facing unprecedented challenges in navigating the current federal procurement environment,” said Heffernan. “In order to be successful, these organizations must adopt strategic agility to gain a competitive edge. DWPA is the ‘go-to’ consultancy for enterprise-level contractors in the federal market. I look forward to bringing my decades of experience to the company as we continue to help large businesses differentiate themselves and deliver on their clients’ mission objectives with clarity and impact.”



Prior to Guidehouse, Heffernan spent two decades at Grant Thornton, where he rose to the level of Partner and built one of the firm's most successful practices in Operations Transformation. He played a pivotal role in shaping the firm's federal consulting portfolio, spearheading initiatives in organizational restructuring, supply chain management, category management, workforce optimization, and strategic communications.

Deep Water Point & Associates is supported by its investment partner, [Renovus Capital Partners](#). Founded in 2010 and headquartered in the Philadelphia area, Renovus is an investment firm focused on the Knowledge & Talent industries—spanning government services, professional services, technology, education, and healthcare services. Managing over \$2 billion in assets across several investment vehicles, Renovus typically partners with founder-led companies, leveraging its deep sector expertise and a disciplined value-creation playbook—spanning operational improvement, add-on acquisitions, and strategic growth initiatives—to scale and professionalize the portfolio companies with which it partners.

#### **About Deep Water Point & Associates**

Founded in 2002, DWPA is a leading management consulting and business development firm that empowers its clients to better navigate the highly-competitive federal government landscape. In delivering best-in-class services, DWPA leverages its unparalleled network of 500+ subject matter experts that bring together a unique mix of private industry expertise and government agency intelligence. DWPA is based in McLean, VA. For more information, visit: <https://dwpassociates.com/>.

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