



SKC, LLC

Capability Discussion

3/17/2017

Who We Are...

SKC LLC

- A dynamic Service Disabled Veteran Owned Small Business (SDVOSB) based out of Reston, VA established in 2010
- Mission Support Services for CONUS and OCONUS
- Operating in eight states and six OCONUS locations
- DCAA Compliant Accounting System
- ISO 9001:2015 Certified
- Write and lead our own proposals
- Afghanistan Business License
- Ability to recruit and retain highly cleared individuals (90 percent fill; current staff 97 percent TS)

Our Mission

To bring transformational solutions, ideas, and processes in management, analysis, and operations to our clients, with a goal to be a long-term and trusted partner ensuring important and complex mission needs are met combating threats to our Nation.

Our Vision

To be a recognized leader, through integrity and relentless focus delivering value and lasting results with emphasis on collaborative relationships, in the cleared management and services arena securing the right solutions for the future.

Proven Capabilities...Securing Solutions for our Future

Who We Are...

John Kiehm, CEO and President

- Former Defense Intelligence Agency (DIA) Chief of Staff; Centralized the management of Defense Human Intelligence
- Senior DIA representative to the Supreme Allied Commander, NATO Forces and Commander of the U.S. Forces, European Command
- Director for Engineering and Logistics Services, DIA
- 24 year U.S. Air Force Officer - Intel

David Zahra, CFO, Executive VP

- 30 years of experience in senior financial roles within the Technology, Telecommunications, Cable & Broadcast, Logistics and Aerospace industries
- Director and Controller of Northrup Grumman's Technical Services Sector's Integrated Logistics and Modernization Division
- Vice President and Chief Financial Officer of CBS Cable Sports, Chief Financial Officer of Middle East Broadcasting Network
- Vice President Finance and Administration of Comcast SportsNet.

Wes Manship, VP, Business Development

- 25 years of experience as a mathematician, logistics/supply chain expert/manager, program manager, and business developer
- U.S. Air Force Officer with duties in warehouse and fuels management, Dep Director of Logistics for JTF 170, operations research specialist in integrated logistics, installation deployment officer, squadron commander, and A4/7 force structure analyst.
- Developed mathematical models and solutions for Air Force, Army Guard, Navy, DynCorp, and Boeing
- Prime member of Air Force Nuclear Logistics Surety Team to solve Nuclear Weapons Related Materiel issues DoD wide
- Director of Logistics for large company; provided expertise and implementable solutions to the logistics and supply chain issues to include systems and design and optimization as well as life cycle support analysis, demand planning, and forecasting analytics across the Department of Defense as well as the commercial arena

We have a large amount of experiences in both the government space as well as the commercial industry. We understand your problems and we have the ability to use best practices as experienced by our experts in our highest offices. We believe these experiences lead to competencies which are complimentary and enable us as an organization to derive and produce the most efficient and effective solutions. We will strive to be your key partner of choice for transformation, strategy, and integration of logistics processes and related financials for customers in all military service branches, key federal agencies, and commercial partners

Perspective and Direction

We do logistics. We concentrate on the “traditional” logistics, networked distribution, warehousing, supply and inventory management to some degree, tactical small arms maintenance and movement. A lot of folks do logistics.

What is good about SKC doing Logistics? Logistics is a big thing. Everyone needs it from the Services to the Agencies to commercial and B2B interest. More targets or clients. Also, if an organization can build its past performances doing the “traditional” logistics, then the possibilities to move to the “non traditional” logistics targets become real. The non traditional are Logistics Lifecycle management for weapon systems, front end analysis for supportability of weapons systems, IT enable logistics technology development involved in planning and execution of supply chain, curriculum development and training, and decision support, and so forth.

What makes SKC special in this space? We do highly cleared logistics...we have the ability to recruit and retain TS to the point of 97 percent for all SKC with 99 percent DLOC for TS and 100 percent JIOC. This gives us some natural separation from the 100 or so of our closest SDVOSB friends that we see all the time on EAGLE and BOS.



Core Competencies

SKC helps clients plan, organize, direct, control and execute their operational requirements and missions. Our extensive experience in management and information technology focuses on program management and execution, logistics functions, acquisition, curriculum development and training, and decision support. Each of our capabilities sets can be broken into Mission Support and Program Management Support

Mission Support Services

Logistics

- Integrated Logistics Support
- Facilities Management
- Distribution Management
- Equipment Management
- Field Maintenance
- Life Cycle Acquisition Support

Operations Services

- Intel Training
- CI/HUMINT
- CONOPS and TTP
- Mission Planning
- Staffing Support

Recruiting and Retaining Top Level Cleared Individuals



Program Management Support Services

Program Management

- Lifecycle Management
- Procurement Management
- Cost, Schedule, and Performance Management
- Requirement Analysis
- Contracts Administration

OCONUS/Expeditionary Support

- TPFDD Development
- Field Service Engineers
- Field Support Representatives
- Reactive Support

Recruiting and Retaining Top Level Cleared Individuals



Prime Opportunities

Customer		Opportunity Title	Place of Performance	Value	Competition Type	Proposal Submitted	RFP Release - Proposal Submission Timeline 2017											
							March	April	May	June	July	August	September	October	November	December		
Army	Army Materiel Command	EAGLE Task Order	Rock Island Arsenal, IL	\$12.9M	SBSA	Yes		★										
Army	Army Materiel Command	EAGLE Task Order	Yuma Proving Ground, AZ	\$11.3M	SBSA	Yes				★								
Air Force	Air Reserve Command	Base Operations Support	Pittsburgh ARB, PA	\$25.2M	SDVOSB	Yes	★											
Army	Army Materiel Command	EAGLE BOA II	Various	N/A	Unrestricted	Yes				★								
Air Force	Air Education and Training Command	Logistics Services Supply Vehicle Operations and Vehicle Maintenance	Sheppard AFB, TX	\$21.2M	SDVOSB		■	■					★					
Air Force	Air Reserve Command	Base Operations Support	Grissom ARB, IN	\$36.5M	TBD			■		★								
Air Force	Air Reserve Command	Base Operations Support	Homestead ARB, FL	\$48M	TBD			■				★						
Navy	Naval Supply Systems Command	Third Party Logistics Provider for Integrated Supply Chain Management Functions	PA	\$11.7M	SBSA			■	■						★			
NASA	Johnson Space Center	Logistics Operations	Johnson Space Center, TX	\$97M	SBSA			■	■					★				
Army	ASAALT	Technical Engineering Support Services for PM Soldier Weapons	NJ	\$9.9M	SDVOSB				■						★			
Army	IMCOM	Support Base Services 2018 (SBS)	Various	\$983M	TBD				■									
Navy	Naval Facilities Engineering Command	Base Operating Services	MCAS Beaufort, SC	\$57.5M	TBD				■									
Army	Army Reserve Command	Logistics Support Services for the 63rd RSC at Multiple Locations in California	California, US	\$25M	TBD					■						★		
Army	Army Materiel Command	EAGLE Task Order	Ft. Lewis-McChord, WA	TBD	SBSA							■						
Army	Army Materiel Command	EAGLE Task Order	Ft. Leonard-Wood, MO	TBD	SBSA							■						
DLA	DLA Disposition Services	Materials Handling Equipment Maintenance	Various CONUS	\$17.5M	SDVOSB								■					
DoD	USTRANSCOM	JECC Logistics and Facility Support	Norfolk, VA	\$2M	SDVOSB								■					
Air Force	Air Reserve Command	Base Operating Services	March ARB, CA	\$47.5M	SBSA											■		
Army	Army Materiel Command	EAGLE Task Order	Ft. Campbell, KY	\$80.4M	TBD													



Corporate Information

Business Classification

Minority owned, Service Disabled Veteran Owned Small Business (SDVOSB)

Services

- Mission Support – Logistics and Operations Services
- Program Management Support – Program Management and OCONUS/Expeditionary Support

DUNS Number

832674910

CAGE Code

5VR41

NAICS

493190, 541513, 541519, 541611, 541614, 541690, 541990, 561210, 561499, 561990

Operating Locations

- National Security Agency
- National Geospatial Agency
- Joint Reserve Intelligence Program
- U.S. Strategic Command.
- NCR and East Coast Transportation
- CONUS: AL, CO, FL, IL, MD, NE, VA,
- OCONUS: HI, GB, Egypt, Jordan, Lebanon, Kuwait, Tajikistan

Our Clients



- Warehouse Property Accountability and Armory Services: Defense Intelligence Agency (DIA) Logistics Division Transportation and Distribution Branch/ Property Accountability Branch.
- Support and Maintenance of the Defense Source Registry Management Office: DIA Source Registry Management office.
- Counter Intelligence and Human Intelligence Training Advance Solutions Enterprise (CHASE): Defense Intelligence Agency (DIA), requirement to provide training support.
- Solutions For Intelligence Analysis II (SIAII): Defense Intelligence Agency (DIA), Joint Intelligence Operations Technical and Administrative Analysis Support (JIOC-TAAS).
- Department of Justice - NUIX
- Enhanced Army Global Logistics Enterprise (EAGLE): Army Materiel Command (AMC), Army Sustainment Command (ASC).

Contact Information

Wesley E. Manship Jr.

Vice President, Business Development

wmanship@skcfed.com

Direct: 571-325-5702

Cell: 703-868-5389

Fax: 571-325-5701

1930 Isaac Newton Square

Suite 203

Reston, VA 20190

www.skcfed.com

“Here’s to you and yours, And to mine and ours, And if mine and ours ever come across you and yours, I hope you and yours will do as much for mine and ours and mine and ours have done for you and yours!”

May those who love us love us.
And those that don't love us,
May God turn their hearts.
And if He doesn't turn their hearts,
May he turn their ankles,
So we'll know them by their limping.

Erin Go Bragh!

