Participants

Tina Bove, Colton Watkins, Melaina Murray – C5BDI

Chris Just – ETC International

Will Swann – Watershed Electricity LLC

Ellen Hill - Consulting

757-653-7643 – Candace Cobb, SSI

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Kevin “Axel” Foley – CGI Federal

Steve Woll – Little Creek Applied Science

Chris Royce – Dragon Spears

Colton Watkins – for this meeting, we’re at the holiday and travel problems, so this is virtual. Quick intro with C5BDI. Our vision is to be an agent of change in the federal acquisition community in the SB space for defense innovation. Big advocates for teaming. We can be a big asset for larges and smalls. Good at gap filling and support companies like yourselves. We do specialize in NTC, especially SBIR PIII. As for events, myself, Mark Longe, and Ted Dennis will be traveling down next week to I/ITSEC in Orlando. The DHS PACTS III, still looking for conversations with anyone with PM technical experience, admin/ops experience. Relevant past performance with DHS and discuss PACTS III with you.

Tina Bove – we at C5BDI support NavalX’s local Mid-Atlantic Tech Bridge (MATB) and help connect them to industry and with their govt needs. Tech talk on Dec 14, virtual/free with the national security arm of DIU. Talk about opps they have. It’s geared more towards start-ups, but recommend you suggest it to anyone you know that applies. We do everything through Eventbrite. My one opp is AI Talent 2 coming out of CIO – JAIC transition to CDAO. We’re looking for a prime. Looks to be coming out SBSA.

<https://sam.gov/opp/b377d057d5c14497885809ca6cc87112/view> and [https://matb.eventbrite.com](https://matb.eventbrite.com/)

Ellen Hill – Hill AFB will begin using Unisom system. Their system for hosting solicitations and also for posting proposals. One of my clients thinks there is a cost involved. We sent this on behalf of the shared contractors group to the SMO and got these slides. I don’t see a cost in the slides. There’s a cost to the seller, but imagine they’re hosting it free for the govt. I’m looking for a program manager in JBSA area. HRS TS, down selecting to 6 and then again to 3. Cost would be my guess. Can’t recall the incumbent. It’s approximately $100M. DTSI is the incumbent. They can’t prime due to the size. Oracle is important, human resources program management.

Chris Just – with ETC focusing on training for partner nations and defense innovations. I don’t have a lot today, but thank you.

Will Swann – with Watershed security based in Chesapeake, VA doing a bit of work with ONR, NAVFAC, NAVSEA, NIWC LANT. Put a link in for CDCA event. Glad to connect and exchange capabilities. From needs, looking at a few opps including cybersecurity opp 8a in Corona. Another out of NAVWAR, NIWC PAC for cybersecurity out there. In general, be glad to share capabilities if you want a 30-min meeting. Happy to compare pipelines and notes. [will@watershedsecurity.com](mailto:will@watershedsecurity.com)

757-7643 – Candace Cobb with SSI. Based out of Virginia Beach with offices in NOVA and FL. We’re human management company, not staffing. We look at the longevity of teaming as a true subcontractor to a prime/sub. We have pp across the board in DHS, DoD. Most of my focus is on NIWC LANT/NAVSEA/NAVWAR. Everything Charleston, FL, Norfolk, and CA. I’ll be at CDCA.

Kevin “Axel” Foley – CGI Federal. I’m the AF sector lead, large consulting services across entire federal govt. CGI Federal is separate/distinct despite being owned by Canadians. Don’t have a lot of traction in Hampton Roads. Would like to get more involved with JBLE. [axel.foley@cgifederal.com](mailto:axel.foley@cgifederal.com)

Steve Woll - Little Creek Applied Science here....I have a guy cutting tile 10 feet away from me, so audio is no good....Little Creek is a new startup, looking to leverage my experience in Navy, meteorology, oceanography, business etc. [steve.woll@littlecreekappliedscience.com](mailto:steve.woll@littlecreekappliedscience.com). I’ve been with Ted Dennis for 10 years. Just started up this company.

Chris Royce – Dragon Spears, right out of WPAFB. Custom s/w development firm focusing on helping clients getting into trouble with their development projects. We’re new, started pursuing federal work in April. AFC was heavy in my portfolio, AFLCMC at WPAFB, and SOCOM. Next year, my focus is partly Navy. I’m a former PM with BUMED. I’m joining Hampton Roads to find teammates or offer help.