

Fast Rope Capability Exchange

Sharing Capability with Industry (Large and Small), and Government

Joni Ahlers, Fast Rope Lead: joni.ahlers@sequetech.com



About Fast Rope

A forum with trusted Industry professionals that meet regularly to share market information and seek teaming opportunities, utilizing an informal Round Table format, and collaboration portal.

What Fast Rope is...

- Founded Sep 2009
- Aberdeen, Dayton, NCR, O'Fallon, San Antonio
- 300 plus members.
- Industry to Industry forum.
- Informal round table format
- Information and relationships are the currency.
- People are members, not companies.
- Focus on quality...not quantity.
- <https://fastrope.org/>

What Fast Rope is NOT...

- Not a huge professional industry association.
- Not a small focused pursuit team with NDAs.
- Not a diverse mastermind group.
- Not a high-volume B to B networking group.
- Not a place to be a taker/sponge.

Fast Rope Capability Exchange

- Exchange Overview -

Gather Industry both small and large, along with government reps, and efficiently share capabilities, short and powerful

Reoccurs the First Wed of each month, Noon to 1:00 Eastern.

Core topic thread is very broadly around IT/Technical Capabilities.

The session runs 60 minutes, total, hard stop on the hour.

7 contractors get 7-minute presentations, 3 slides max.

No Q&A, broadcast mode only.

No cost to attend, companies presenting must be FR members.

Forum Link: <https://fastrope.wildapricot.org/Teaming-Forum>

POC

9.1.2021

Reach out directly to follow up.
Here's the link to monitor the
Capability Exchange Forum

<https://fastrope.wildapricot.org/Teaming-Forum>

Presentation POC

1. Capitol Management Consulting Services – Akshat Prasad
Akshat@capitolmcs.com
2. IMC – Mike Metz mmetz@imcva.com
3. JJR – Dan Marion
dan.marion@jjrsolutions.com
4. Savantage Solutions – August “Gus” Muller amuller@savantage.net
5. Micro Focus – Robert Linton
robert.Linton@mfgsinc.com
6. Waterleaf International – Adam Sewall adam@waterleafinternational.com
7. OST – Carl “Shof” Shofner
cshofner@ostglobal.com

Government POC

- AFLCMC – Luke Schultz
luke.schultz@us.af.mil
- Ohio Univ. PTAC - Billy Grill
bgrill@ohio.edu
- SBA – Thomas Krusemark
thomas.krusemark@sba.gov

This forum is open to all government
individuals and agencies.

Who We Are

Capitol Management Consulting Services Inc. (CMCS) is a management strategy, IT, and construction & engineering services firm serving as trusted advisors in support of the development and implementation of innovative business and technology solutions for commercial and government clients.

<u>Management Strategy</u>		<u>Construction & Engineering Services</u>	<u>Customer List</u>	
<ul style="list-style-type: none">▶ Customer Experience▶ Organizational Planning & Development▶ Transformation & Modernization▶ Business Analytics▶ Business Process Optimization		▶ Architectural & Engineering Services	<u>Commercial</u>	<u>Federal</u>
		▶ Construction Project/Program Management	• Capital One	• HUD *
		▶ Construction & Building Inspection Services (In-Person & Virtual)	• Freddie Mac	• FDIC *
			• Deutsche Bank	• US Census Bureau
			• GlaxoSmithKline	* Prime Award
			• Global Tel*Link	
<u>Information Technology</u>			<u>Prime Contract Vehicles</u>	<u>Socio-Economic Designations</u>
<ul style="list-style-type: none">▶ Enterprise Modernization▶ Cyber Security & Risk Management▶ Agile Software Development (DevSecOps)▶ Project/Program Management & PMO Support▶ Technology Strategy, Planning, & Architecture		▶ Property/ Real Estate Assessments (In-Person & Virtual)	GSA MAS	SBA 8(a) (5/27/2026)
		▶ SaaS solutions around assessments & data analytics	SIN: 54151S	DOT DBE
		▶ Facilities Operation and Maintenance	SIN: 541611	HUBZone (pending)
		▶ Armed & Unarmed Guard Services	SIN: 541330ENG (pending)	

Federal Past Performance

Project Name: Bidder Qualification Assistance Services

Client: Federal Deposit Insurance Corporation (FDIC)

Project Overview:

The FDIC as receiver (“Receiver”) engages in a variety of strategies to manage and sell the assets of failed institutions, including joint venture transactions (“Joint Venture Transactions”), securitizations, sales of real property (ORE), securities sales, and outright (cash) loan sales. FDIC has established a bidder qualification process to verify that potential bidders have the requisite financial resources, funding, and ongoing operation, asset management and servicing expertise/capability prior to allowing the potential bidder to participate in the bidding process which CMCS supports.

Project Name: Technical Suitability of Products (TSP)

Client: Department of Housing & Urban Development (HUD)

Project Overview:

CMCS provides engineering and technical services necessary to administer the Technical Suitability of Products (TSP) program in support of the U.S. Department of Housing and Urban Development (HUD) - Office of Manufactured Housing Program (OMHP) located in Washington, D.C. CMCS provides:

- Support services providing for the acceptance of new materials and products to be used in buildings financed with HUD-insured mortgages
- Review and assessment of product acceptances, monitoring of production facility and audit inspections, and monitoring of state modular programs
- Reviews of technical issues or special construction circumstances related to the TSP program.

Project Name: Migration of Infrastructure Racks

Client: T-REX Solutions LLC / US Census Bureau

Project Overview:

The CMCS team stage, assemble, test, transport, install, and commission seven infrastructure racks from BCC to PDCC and back to BCC for MTIPS. The effort timeline was incredibly compressed, and risks related to the effort’s success were very high.



Project Name: US Census Bureau - Office of the Chief Information Officer (OCIO) Project Management Office (PMO) Support Services

Client: ASD Corporation/US Census Bureau

Project Overview:

CMCS provided project management expertise to the US Census Bureau OCIO PMO with activities including, but not limited to: strategic planning, program/project planning, program/project management, enterprise risk management, and daily operations support.

Needs/Requests

- ▶ **Federal Needs & Requests**

- ▶ Seeking industry partners to pursue IT work in Federal Civilian Agencies and DoD space
 - ▶ Leveraging our commercial experience to truly modernize Federal IT
 - ▶ Open to both Prime & Sub opportunities
 - ▶ Looking for A&AS or Technical work
- ▶ Seeking partners to leverage SaaS tools via our Distributor Agreements
 - ▶ Ignyte Partner Program (Cyber Security Governance & Orchestration platform)*
 - ▶ Centripetal Networks (AI & ML driven Network Detection & Filtration platform)*
 - ▶ Blitzz Remote Video Inspections (Remote Inspection Solution for Audit, QA/QC, and Insurance)
- ▶ Seeking security clearance sponsorship opportunities

*Available now, but pending entry onto DISA APL within 36 months

- ▶ **Point of Contact**

- ▶ Akshat (A.K.) Prasad, President

- ▶ akshat@capitolmcs.com
- ▶ O: (571)318-6404
- ▶ M: (301)233-3351
- ▶ <https://capitolmcs.com>



Contract Vehicles

<u>Prime</u>	<u>Team Member</u>
GSA MAS	Seaport-NXG
54151S	OASIS SB Pool 1
541611	CIO-SP3 SB
541330ENG (pending)	

Socio-Economic Designations & Programs

SBA 8(a) participant (5/27/2026)
 SBA certified SDB
 DOT DBE
 HUBZone (pending)

Established in 1989, IMC continues to share our experience through the provision of IT solutions and services to the Departments of Defense, Energy, Homeland Security, Transportation, Treasury, Veterans Affairs, and the General Services Administration



ISO 9001, 20000-1, 27001
CMMI Level 3 DEV and SVC
DCAA-approved Accounting System
CPA-approved Estimating System



Top Secret Facility Clearance
CMMC Maturity Level 1 Ready for
Audit and Maturity Level 2 In Process
Significant experience providing
cleared personnel on Federal contracts



Capabilities

- Managed IT Services, including Service Desk, Employing ITIL Processes
- IT System and Network Development, Management, and Support
- Application Development, Sustainment, Enhancement
- Enterprise Data and Database Development, Management, and Security
- Cybersecurity
- SQA and IV&V
- Information and Communication Technology Implementation and Support
- Website and Portal Development and Support Services including Hosting
- Cloud and Data Center Professional Services
- Program and Project Management

Contract Vehicles

- GSA VETS2 GWAC
- CIO-SP3 SDVOSB and SB
- Army ITES 3S
- GSA MAS – SINS 54151S and 54151HIT



IMC's focus is on the provision of IT services and solutions through the lens of industry best practices...

Information Technology Service Management (ITSM)



Software/Application Development, Sustainment, And Enhancement



Realizing Efficiencies, Reducing Total Cost of Ownership, Improving Return on Investment

- Large, enterprise IT task orders implementing ITIL/ITSM principles and structured, performance-based processes to continually improve performance and reduce personnel costs
- Providing call center management support to 100,000+ end users
- Technology strategy, planning, and life-cycle management of network, hardware, and software and deployment of new technologies
- Analysis of IT tasks and automation of those that can be automated without increasing performance risk
- Analyze new functional requirements for system capacity, recommend upgrades or replacement of hardware and software, and provide cost/benefit analyses

Increasing Scalability, Reliability, and Quality

- Proactive planning and operations in rapid response to changing Government requirements and priorities via change and agile management mindsets
- Ensure the integrity and quality of delivered baselines and configuration control of release work products and overall quality and efficiency



Michael L. Metz
Senior VP, Relationship Mgmt.
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Government Stakeholders



Needs

In your opportunities, provide industry partners with comprehensive information about the IT environment, level of effort needed, type and qualifications of personnel needed, and service level agreements anticipated so that offerors can provide the appropriate solution to meet the Government's needs at the lowest level of risk.



Requests

Consider the General Services Administration (GSA) Veterans Technology Services 2 (VETS2) GWAC for your requirements. It is a Best-in-Class contract vehicle that allows the Government access to access vetted and capable small and SDVOSB IT services and solutions providers.

Industry Partners



Needs

Small Business teaming partners (HUBZone and Woman Owned) for opportunities for potential Mentor-Protegee Agreement and pursuit of GSA GWACS.



Requests

For any Large Businesses and Small Businesses with expiring DHS and IRS task orders, or subcontract positions on expiring DHS and IRS task orders, that are moving to GSA VETS 2 GWAC and CIO-SP3 SB/SDVO SB, we would like to talk to you about our success on VETS2 and how we can work together.

www.imcva.com



OUR PURPOSE

To improve the health, well-being, and security of our communities and nation.

OUR MISSION

Build partnerships with clients to advance their organization's performance.

MANAGEMENT CONSULTING AND IT SOLUTIONS



INSIGHT

Integrating, fusing, and exposing data. Leveraging advanced analytics for enhanced insight.



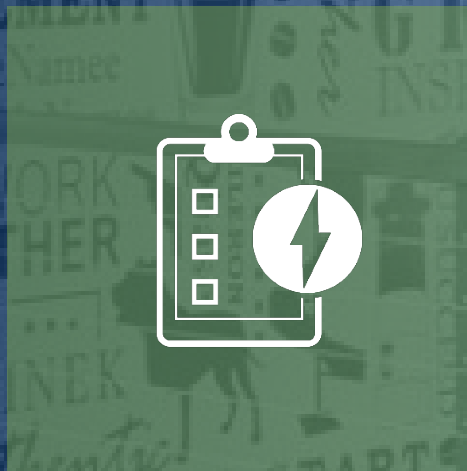
DIGITAL

Creating secure, cloud-based software applications and enterprise data management solutions



IMPROVEMENT

Leveraging Lean Six Sigma & human-centered design to bring transformative efficiency to organizations



MANAGEMENT

Providing know-how to help clients on sensitive, large-scale, and complex Government programs deliver on their commitments



Delivering for Government Mavericks

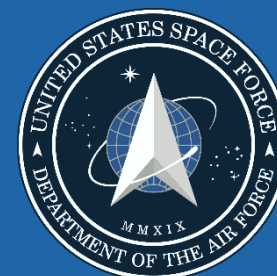
Leveraging Phase III SBIR to change business as usual

AF Cyber Resiliency Office for Weapons Systems



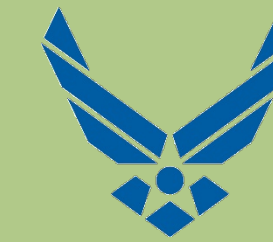
- Aggregate and Analyze vulnerability data
- Developed MVP in 6 months (DevSecOps)
- Migrated to FENCES for SCI, SAP/SAR

US Space Force Chief Data and Chief Technology & Innovation Offices



- Facilitate office standup
- Enable enhanced C2 & SSA
- Enterprise data strategy & infrastructure
- Digital workforce & innovation strategies

AF Attack Systems Division



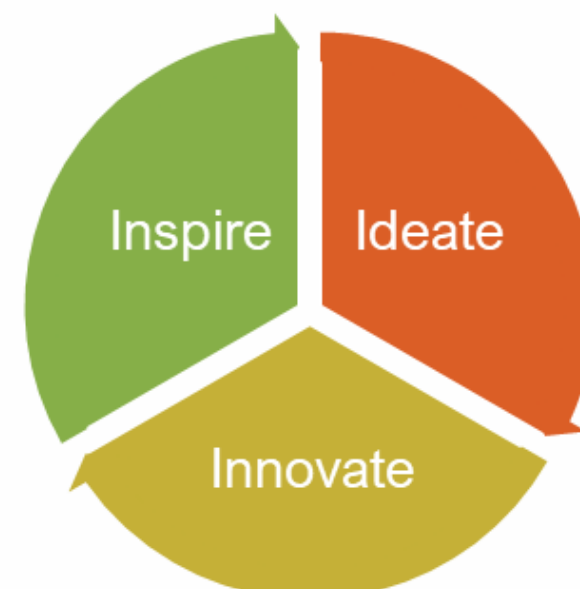
- Facilitate office standup
- Enable rapid acquisition process
- Deliver aircraft for AF, AFSOC, SOCOM, allies

De-scale, re-scale & pivot!

1. 300 → 174 → 79 aircraft
2. Pause program
3. 2 (AT-6) x 2 (A-29) for trials
4. 5 (all sorts) for AF/SOCOM trial
5. 79 for SOCOM



for Human-Centered
Planning, Design &
Transformation



HSI HCD Cx Ux*

Scope

Strategic Analysis & Planning

Modeling, Simulation & Analysis

Prototyping, Development & Sustainment

Innovation Scaling

Needs and Requests

- ❑ Seeking industry partners, Large and Small, to pursue Management Consulting and IT Solutions work in DoD/Fed Civ Agencies.
- ❑ Seeking opportunities to utilize our Phase III SBIR technology for human-centered solutions.



**LET'S
WORK
TOGETHER.**



Ani Thompson
Capture Specialist
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Overview

Savantage provides a wide range of program management, IT services, application development, business and financial system management, consulting and integration services to DOD and Federal agencies.

- **Almost three decades providing:**
 - Program Management Support
 - Systems Engineering/Technical Assistance (SETA) Support
 - IT Services
 - Software Development and Integration
 - Business and Financial Management System Integration and Operations
 - Accounting
- **Highly qualified staff -- former military, government, private industry and academic leaders:**
 - CPAs, CGFMs, PMPs, MBAs, former Big 4 consultants
 - Over 85% undergraduate degrees, 25% Masters or PhD
- **Certifications**
 - SBA WOSB
 - CMMI-DEV Level 3
 - ISO 9001:2015 Certified

- **Woman-Owned Business**
- **Founded in 1982**
- **Headquartered in Rockville, Maryland**
- **Annual revenues under \$27.5 million**
- **About 110 employees**
- **50% are minorities**
- **Cleared Staff supporting DOD and FEDCIV clients**



Large Company Expertise and Capabilities with the Focus and Flexibility of a Small Business

Recent PM Support, Integration and Application Development

➤ **Department of the Army (PEO EIS) – Program Management Support Services**

- Today: PL Land Mobile Radio
- Past: PM I3C2, PM AKO, PD CHESS, PdM AMS2



➤ **Department of Homeland Security – Application Development**

- Today: Federal Financial Management System (FFMS)



➤ **US Department of Agriculture – Program Management Support Services**

- Today: Supporting the DISC OCIO office



➤ **Defense Threat Reduction Agency – Application Development & PMSS**

- Today: Financial Management and Project Management Support Services



➤ **Department of Housing and Urban Development – Application Development**

- Today: Financial Management and Administrative Applications



➤ **Defense Logistics Agency – Application Development**

- Past: Defense Departmental Reporting System (DDRS)
- Past: Enterprise Funds Distribution System (EFD)



➤ **Department of Veterans Affairs – Program Management Support Services**

- Past: Automated GI Bill Program (Chapter 33)



Savantage is the only WOSB vendor offering a certified federal financial management system*

Our Contract Vehicles



Prime:

- RS3 - Responsive Strategic Sourcing for Services - Small Business
 - Key Features: Multiple Areas of Support, Low Fee (0.1% to 1%), All Contract Types
- ITES-3S Information Technology Enterprise Solutions - 3 Services - Small Business
 - Key Features: "Best in Class IDIQ", No Fee, Decentralized Ordering, Open to All Agencies (GWAC)
- DLA J-6 Enterprise Technology Services (JETS) IDIQ
- USDA Shared Services Lines of Business Support (SSLoBS)
- GSA PSS MAS (GS-35F-397GA // 5411210, 541219, 54151S, 541611, OLM)

Subcontractor:

- CIO-SP3 – NITAAC Chief Information Officer-Solutions and Partners 3

SOLVING PROBLEMS / CREATING SOLUTIONS - TRANSFORMING CLIENTS' VISIONS INTO RESULTS -



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Senior Vice President



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Vice President



(703) 909-8012 (Mobile)



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savantage solutions

CMMI-DEV Level 3 | ISO 9001:2015

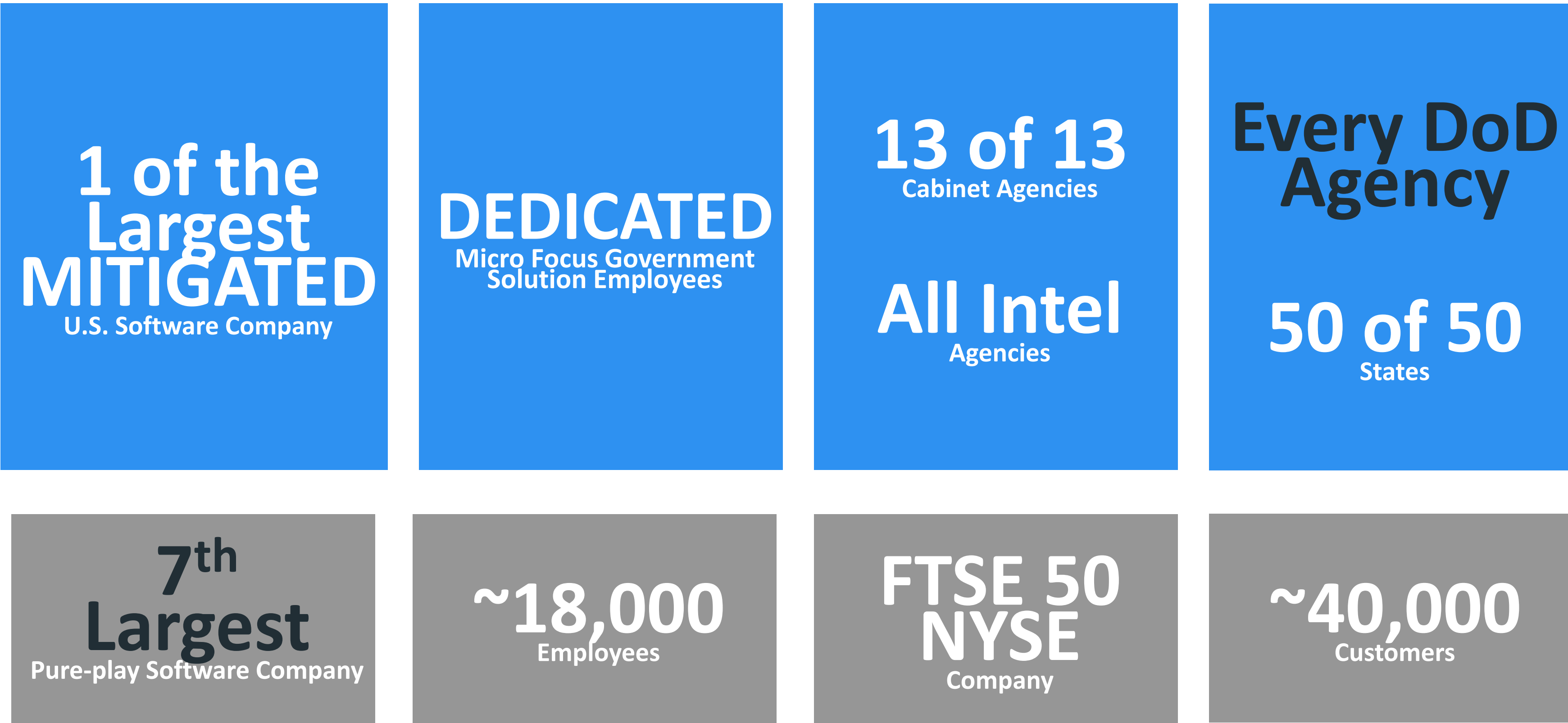
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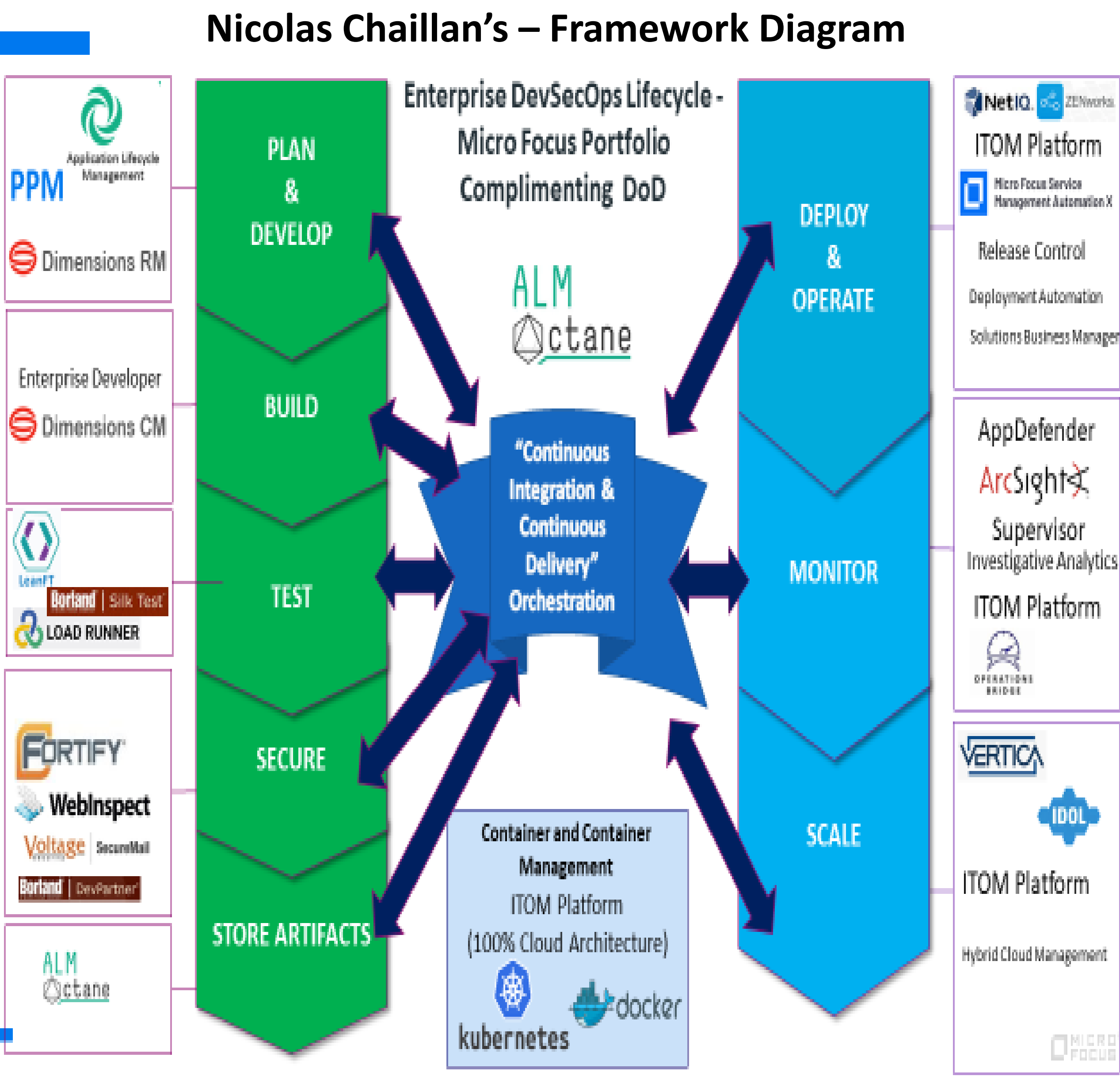
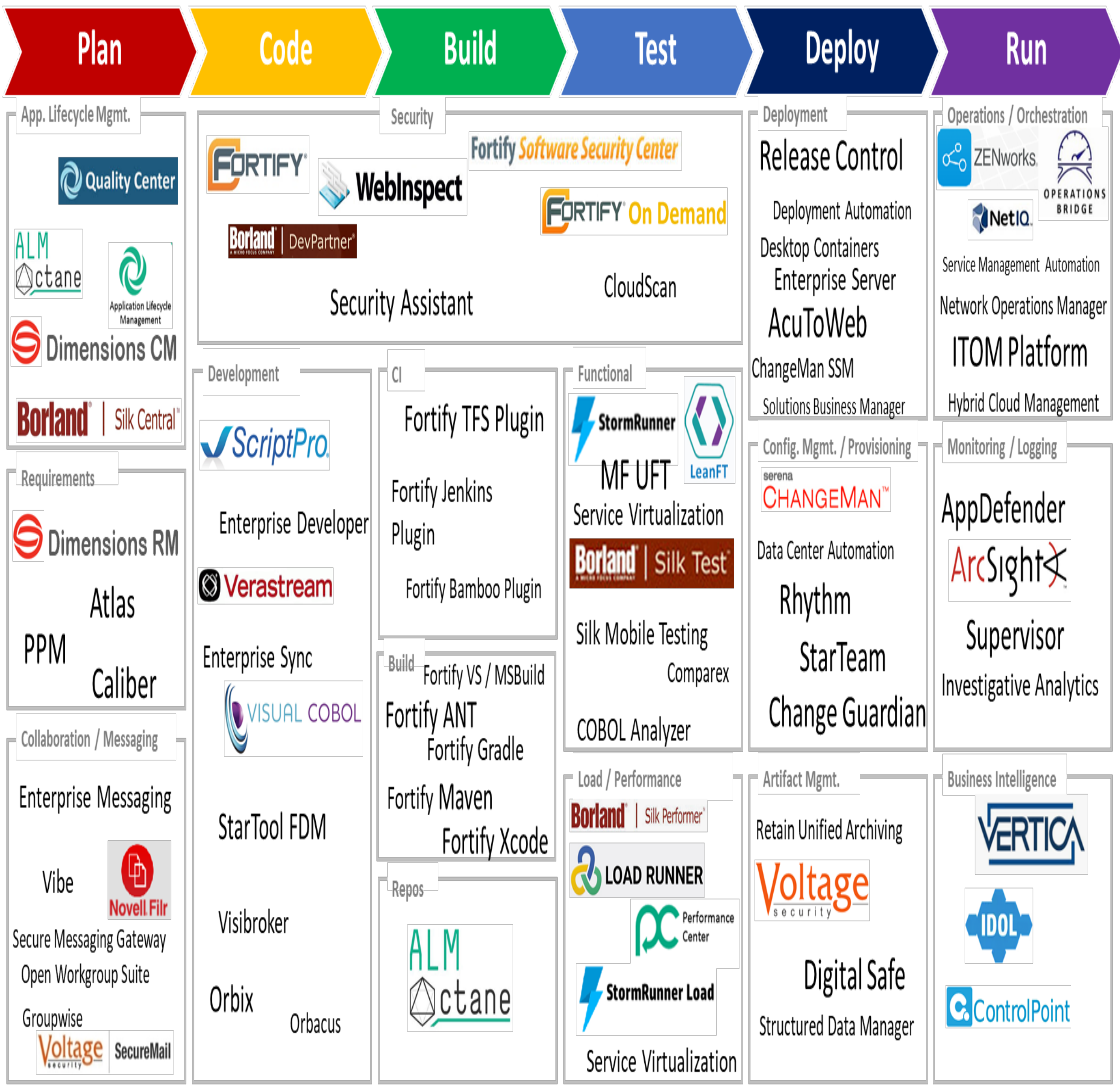
Micro Focus Government Solutions

Application Delivery Management - ADM

Micro Focus Government Solutions Scale



Micro Focus DevSecOps Software Map and DoD Vision



Micro Focus Software Solutions

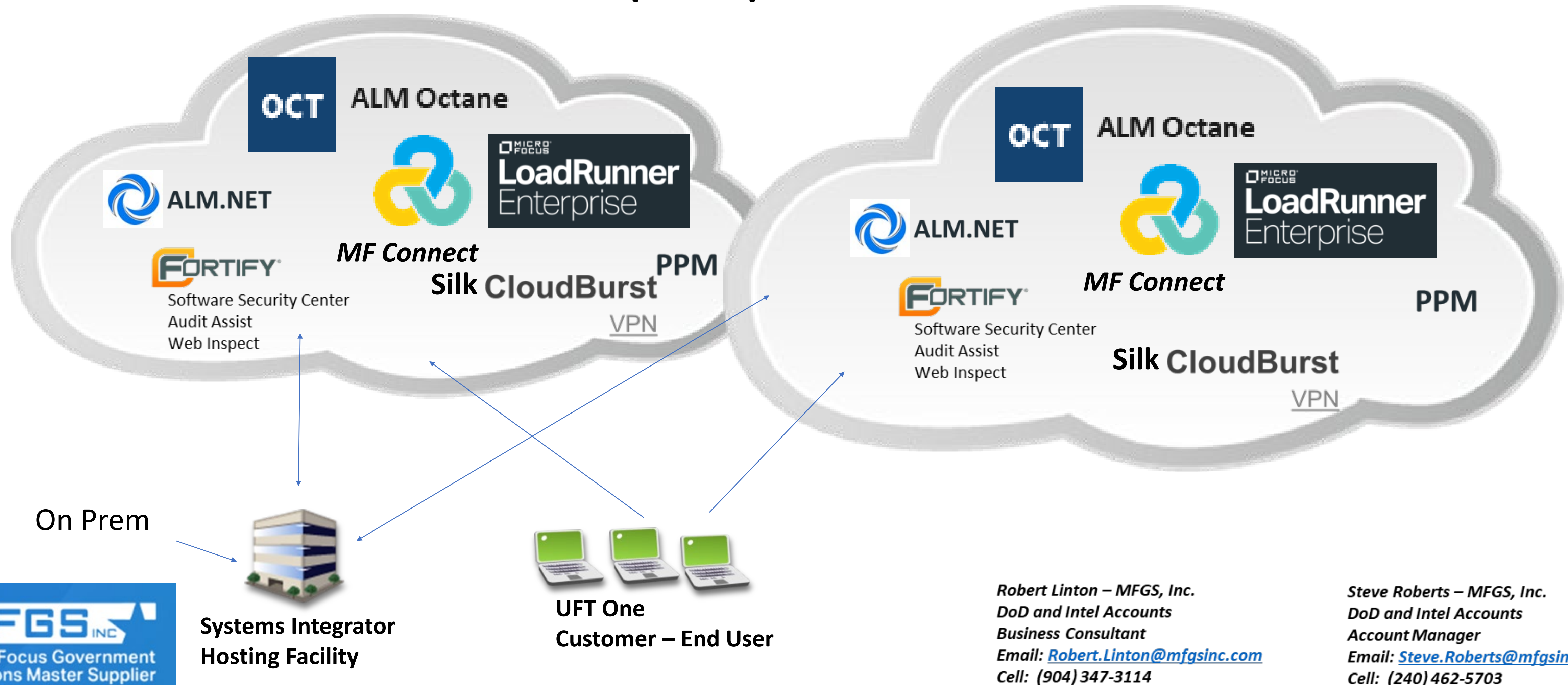
For Government Software Factory Initiatives

Hosted Solutions On Prem or in FedRAMP Clouds



Microsoft Azure Gov Cloud (MAG)

AWS Gov Cloud One



Prime Contracts:
GSA, Seaport NexGen
www.waterleafinternational.com
www.cyberleaf.io

General Information & Sales
David Levitan, President and COO
dlevitan@waterleafinternational.com
239-431-4286



Engineer, Furnish, Install & Test (EFI&T)

Design, engineering, deployment of Fiber, IT, DAS/Small Cell, 4G/5G and other wireless communications infrastructure

SME's on low latency, OTH, SDR and antenna development, interference analysis and mitigation, spectrum analysis, and RF security

Deep carrier, enterprise and SLED experience

www.waterleafinternational.com
www.cyberleaf.io

- Waterleaf International, LLC –**
- Founded 2010 - Fort Myers, FL; Washington, DC; and Atlanta, GA
- Contract Vehicles: Seaport NxG; GSA MAS 54151S.
 - TS / Secret FCL
 - Innovative provider of cybersecurity, advanced network, data science, and engineering solutions and services
 - Built for rapid deployments leveraging deep technical and program management leadership
 - Rich past performance across FED/DoD, SLED, carrier, enterprise
 - Small business founded in 2010, backed with investment resources to enable scaled operations
 - Operations: Fort Myers, FL; Washington, DC; and Atlanta, GA



CYBERLEAF

*Comprehensive cyber protection, delivered as a service
at a fraction of the cost, time and complexity*

Fully managed cyber threat protection, detection, response and recovery
Vulnerability Assessment | Penetration Testing | Incident Response
Policies and Training | Backup & Recovery | CMMC RPO & C3PAO



Data Science & Knowledge Management



27 year past performance delivering:

- Knowledge Management
- Big Data, Analytics & Visualization
- Business Intelligence
- DevOps and Data Specialists

Track record serving DoD and Fed Agencies
Cleared personnel and FCL





Focus Capability - Challenge: Lack of holistic visibility and protection to the supply chain IT/ICS & OT segments
Solution: Cyberleaf enables complete end-to-end security, visibility & compliance across IT, OT and IOT environments in a low-cost, 'as-a-Service' model that is rapidly deployable and scalable

Commercial Use:

- Cyberleaf is an integrated SIEM/SOAR/SOC model with best of breed components - mitigate Ransomware and enable compliance
- Low latency -low cost with active 24X7 “always on” use of AI/ML insure mitigation of threats from external and internal sources
- Automated responses decrease discovery and mitigation from weeks/months to minutes/seconds
- “as-a-Service” model decreases complexity and leverages scale of active threat intel with use of SME/Resources that are focused on one mission ... **Cybersecurity**

Partner Value:

- Closes resource gap – provides training, tools and applied SME's
- Rapid deployment - days not weeks/months
- Regulatory and compliance monitoring – pre-test, prior to audit with constant AI/ML monitoring – audit portal and dashboards
- “as-a-Service” ensures future proof and eliminates 'Forklift'
- Secures IT, ICS and OT in a single framework –global view of threats
- Referral fees/commissions for MSP/MSSP/Partners/Resellers

Solution TRL9: (Deployed Now)

- NIST/DFAR-compliant SIEM/SOAR/SOC deployed in SCIF/GCC high or Waterleaf Cloud decreases and speeds time to deployment w/dashboard visualization
- Process enables compliance with CMMC/RMF/NIST and other, ensuring audits are met, gaps are closed and manpower saved
- 1,000+ threat intel feeds curated and managed with AI/ML integrate to actionable algos for RPA via managed network devices

Professional Services:

- Penetration Testing – Vulnerability Assessments
- 3rd Party supply chain Vulnerability Assessments
- Software Vulnerability Assessments and Penetration Testing
- CMCC – SOC1/2 – SOX, PHI/PII/PCI – NIST Compliance Services
- V-CISO services
- Staffing of Cybersecurity Professionals
- Digital Forensics and Incident Response teams (DFIR)

Needs - Requests



Prepare For & Complete Your CMMC Assessment

Registered Provider Organization (RPO)

- Registered Practitioners on staff
- Certifications, resources, and cyber expertise to successfully prepare you for the CMMC Assessment

OR *

Certified Third Party Assessment Organization (C3PAO)

Waterleaf staff are certified
by the CMMC-AB as
Provisional Assessors Level 1-3.



On-Going Proactive Cybersecurity-as-a-Service



- Partners for distribution and sales of services
- Partners for execution on contracts and deployments
- Partners for Teaming
- Network Engineering
 - WAN - LAN Design/Deploy/O&M
 - Wireless – 4/5G, CBRS, pLTE
 - P2P – P2MP
 - Smart Cities/Smart Base
- Data Science
 - Business Intelligence/Big Data, Analytics & Visualization

** Waterleaf serves as either RPO or C3PAO for any single entity to avoid conflicts*

WHO WE SERVE

- **20%** State and Local Government
- **80%** Federal Government

CERTIFICATIONS & APPRAISALS

- CMMI DEV and SVC Level 3
- ITIL V3-1 | SAFe/Agile/DevSecOps
- 250+ SAFe Certifications on staff | AWS Cloud
- ISO 9001:2008, 27001, 20000, and 10002

CENTER OF ENGINEERING & INNOVATION

- Cyber and Smart Infrastructure Solutions
- AI, Machine Learning and Block Chain
- Engineering Complex Solutions
- Continuous Transformation & Innovation

SECURITY CLEARANCES

- Top Secret Facility Clearance
- 52% of OST Staff Supports DOD Programs
- 97% of DOD Staff Hold Secret Clearances or Higher

OUR KEY POINTS

- 550+ Employees, 2000+ Total Staff
- 23 CONUS Locations in 21 States
- Serving 2 OCONUS Locations
- Patent pending Agile 5 practice
- Advanced Predictive Analytics



Management Consulting & Strategic Innovation

We bring fresh, data-driven insights and apply a wide portfolio of tools to design programs and keep them on a ROI-positive trajectory.



Information Technology, C4ISR, Cyber

We offer innovative, well-documented, and effective approaches to help agencies reinvent how they deliver on their missions, improve customer service, maximize their ROI, and better plan for the future.



Research and Development & Engineering

We invest in understanding, and then integrate the best systems and solutions to meet our customers' challenges.



Smart Initiatives

We connect people, processes, data, and the environment through the Internet of Things (IoT) to realize the Smart City vision.



Managed Services & Staffing

We use advanced methods such as predictive analytics to identify risk and improve forecasting confidence for better and more consistent delivery



Logistics

We provide cradle-to-grave solutions by forecasting future needs and enhancing the ability of our customers to meet performance requirements.



AI/Machine Learning



Data Fusion, Correlation
& Visualization



Anomaly Detection



Cyber Security



Asset/Resource
Management

- Looking to expand our presence in:
 - PEO Digital
 - PEO BES
 - Army
 - Navy
 - DOT
 - DHS
 - DoE
 - IRS
 - IoT
 - SMART
- Looking to break into SSMC, Cyber, Huntsville
- Eager to partner with companies that value our Agile 5 methodology, DevSecOps and High Maturity Agile Metrics
- Carl “Shof” Shofner, cshofner@ostglobal.com, 334-354-8418
- www.ostglobal.com

Next Forum 10.6.2021

Reach out directly to follow up.
Here's the link to monitor the
Capability Exchange Forum

<https://fastrope.wildapricot.org/Teaming-Forum>

Presentation POC

1. Choice Cyber Security – Steve Rutkovitz steve@choicecybersecurity.com
2. Entegrity Consulting – Kim Dickerson kdickerson@entegrity-consulting.com
3. IT Data Consulting – John Horton john@it-dc.com
4. Webhead – Irma Woodruff irmawoodruff@webhead.com
5. LMI – Sinclair Harris tbd@tbd.com
6. TBD tbd@tbd.com
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Government POC

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- Ohio Univ. PTAC - Billy Grill bgrill@ohio.edu
- WBI – Jim Masonbrink James.Masonbrink@wbi-icc.com
- SBA – Thomas Krusemark thomas.krusemark@sba.gov

This forum is open to all government
individuals and agencies.