Fast Rope

Friday, November 12, 2021

# Fast Rope Portal - <https://fastrope.wildapricot.org>

* ***IMPORTANT***: Ensure that your personal profile is up to date with *at least* your:
  + Name & Company Name
  + Email address
  + Phone number
  + Address
  + (Secondarily – mark any additional information that may help others find you)
* **New Fast Rope Capability Exchange**
  + Reoccurs the First Wed of each month, Noon to 1300 EST next one is December 1st
  + 60 minutes, 7 members get 7 minutes to present capability
  + Intent is to invite government and large integrator SB reps
  + Inviting select Fast Ropers to present the first sessions
  + Will learn from those and eventually open up to others
  + Stand by for more details and a call for presentations
* **Events**
  + To add events to the Fast Rope portal calendar: send event info to [Joni.Ahlers@seguetech.com](mailto:Joni.Ahlers@seguetech.com).   
    In your request, include:
    - Event Name
    - Registration link

# Needs and Leads

**Joni Ahlers (Definitive Logic)** – [joni.ahlers@definitivelogic.com](mailto:joni.ahlers@definitivelogic.com)

* Definitive Logic’s main capabilities are Financial Management, Human Capital Management, Asset Management, Acquisition, Logistics, and Emergency Management
  + We deliver agile solutions, solving problems at the intersection of mission and technology.
  + We are vendor-neutral and technology-neutral with a wide range of past performances on platforms, apps, and Data analytic tools.
  + Our biggest success is we saved 6,500 FTE hours of effort in a year in PPBE activities, replaced monthly 10-day long manual processes with automated daily ETL that completes in less than half a second
* We are currently on GSA MAS, OASIS Pool 2-SB, IDAWS BPA, SBEAS, SEAPORT NXG, DOL WHD -IT MODERNIZATION BPA, US SENATE FINANCIAL MANAGEMENT IDIQ, CIO SP3 SB, ITES-3S
* Our customer expertise spans Defense, Homeland Security, and Civilian agencies.
* Alamo Ace – November 15-18
  + Fast Rope meeting on November 17th at 0700 **ON SITE ONLY**
* Dayton Wright AFCEA Holiday Party December 8th
  + Come join us and grow your network which may include many Fast Ropers. Come join us. <https://daytonwrightafcea.wildapricot.org/Sys/Login?ReturnUrl=%2fevent-4558086%2fRegistrationsList%2f37412028>
* AFCEA Nova AF IT Day, December 16th
  + NCR Fast Rope/Holiday Gathering December 17th at 1000

**David Hart – JJR**

* VA Healthcare Summit (Slides to be posted to the portal) <https://fastrope.wildapricot.org/Industry-to-Industry-Forum/12121609>
* Phase III SBIR (Human System Design)
  + If anyone would like to utilize please reach out the scope is pretty broad

**Ellen Hill – E&J Consulting**

* Lockeed Martin has partnered with ? for 5G
  + Tracking for fighter jets

**Scott Hopper – Crowley**

* AFCEA Nova AF IT Day, December 16th
  + NCR Fast Rope/Holiday Gathering December 17th at 1000
  + Guest Speaker (Veteran)
  + White Elephant Gift – bring a wrapped swag gift for exchange
* TRANSCOM & Automation
  + Logistics
  + No contract vehicles so they want to sub
  + PP is huge (a major plus as a sub)
  + AMC GATES
    - Looking for partner
  + CMOS
    - Looking for partner
* Supply Chain Update
  + Vessels sitting offshore, the boat is still fully equipped with crew and the containers are coming from Asia and those containers are being shipped back
  + Holiday Gift Season
  + Vaccine mandate – UPS, USPS, FedEx,
    - Will loose ppl

**Erica Ho – Crowley**

* Prime CMOS – STARS III
* WOSB
* T4NG – looking for a prime

**Jatin -**

**Jim Vinarski – Cooley & Associates** [**jvinarskai@coleyassociates.com**](mailto:jvinarskai@coleyassociates.com)

* Attending Alamo ACE
* Navy
  + Looking for partners

**Jon Selvaraj – COHO**

* Tribal 8a (Alaskan)
  + TACG
* Capability Exchange

**Ken Newcomer –** [**Ken.Newcomer@Central-Research.com**](mailto:Ken.Newcomer@Central-Research.com)

* Central Resource Inc (CRI)
  + New position
* Large Business
* Contact Centers, Web App, Help Desk
  + PPE & Restaurant COVD Grants
* Acquisition, Program Management (Army), IT Support (DIA), focus area is in the Immigration world in processing applications (DHS USCIS)

**Larry Strube – Plateau Group**

* Located at Scott AFB
* Connecting with Hooper

**Linda Kinkead – Petra Cyber Technologies**

* WOSB, based out of Columbus
* Looking to work as a Sub
* Cyber Security Engineering

**Dennis Lucy – Akima**

**Lynn Child – CentraComm** [**lchild@centracomm.net**](mailto:lchild@centracomm.net)**.**

* WOSB – WBENC –
* CMMC Regional Provider

**Lynn Moad -**

* Trixie Brewer, retiring November 30th
  + Randolph “Randy” Koram Is her replacement coming out of AFLCMC Logistics
* WID December 9th Caroline Park
* Industry Day AFSC – November 2-3, 2021 [https://sam.gov/opp/209bd4b6f53348eeb26d652731c9bbac/view](https://nam10.safelinks.protection.outlook.com/?url=https%3A%2F%2Fsam.gov%2Fopp%2F209bd4b6f53348eeb26d652731c9bbac%2Fview&data=04%7C01%7CJoni.Ahlers%40seguetech.com%7C687cc7bb5cd34cbd01b508d98a57e44c%7Ca40fe4baabc748fe8792b43889936400%7C0%7C0%7C637692932359303297%7CUnknown%7CTWFpbGZsb3d8eyJWIjoiMC4wLjAwMDAiLCJQIjoiV2luMzIiLCJBTiI6Ik1haWwiLCJXVCI6Mn0%3D%7C1000&sdata=8K7XYVrPdA%2F3uSoxjSSCkCS9gdqHbrZSCU2V67e83A4%3D&reserved=0)

**Mark Kaschner – AWS**

* Air Force Team WPAFB
* Alamo ACE – booth

**Paul Serotkin – Strategic Innovation Group**

* 8a
* Based in Arlington, VA
* FFA work, digital transform
* Looking to get on ITIPS (USAF) IDIQ Team

**Neil Cohen –**

* US Army Cor PP (TT may have PP reach out on RFP)
  + Disable Security PP
  + Physical Security

**Rich Mittleman – Choice Cyber Security** [**rich@choicecybersecurity.com**](mailto:rich@choicecybersecurity.com)

* DevSec Ops, Robotic Automation
  + Following up with Mark
* DeepDive – once a month
  + Dept of Commerce this month

**Wade Rupper (Ruppy) – Telos**

* Rocky Mountain Symposium, 21-24 Feb 22. <https://www.eventsquid.com/event.cfm?id=13232>
* AFCEA and IEEE co-sponsored Military Communications Conference is occurring on 29 Nov- 2 Dec 21. Located in San Diego, CA. Big Navy show. <https://milcom2021.milcom.org/registration?utm_source=AFCEA&utm_medium=Banner&utm_campaign=MILCOM+2021&utm_id=Reg+Promo>
  + Dr. Steve Walker is the Key Note speaker at MILCOM. He is a graduate of Dayton Wayne HS - 1983, was the former Director of DARPA and the current CTO at Lockheed Martin.
* USTC is having an Industry Day on Thursday 18 Nov 21. Virtual Invite is here. https://www.eventbrite.com/e/it-programs-and-support-services-division-industry-forum-november-2021-tickets-196054463177?aff=eemailordconf&utm\_campaign=order\_confirm&utm\_medium=email&ref=eemailordconf&utm\_source=eventbrite&utm\_term=viewevent
* ATO, RMF, Wires

**Neil Cohen –**

* Jason Russe – JPEO unexpectedly announced he is moving to HHS (taking a senior role) IT focused
* ICS West (Well attended)
  + ICS East happening next week (NYC)
* LinkedIn
  + Posting a few things
  + Won two awards Immigration (Intelligence) & ICE
  + If anyone is on LN please like or share

**Will Swann – BuddoBot** [**wswann@buddobot.com**](mailto:wswann@buddobot.com)

* Cyber, DevSec Ops, Program Management
* Air Mobility Command

**Chris Royse – Vana Solutions** [**chris.royse@vanasolutions.com**](mailto:chris.royse@vanasolutions.com)

* SBIR III
* Trying to move into DITRA, DHS, SOCOM
* NDIA Symposium was great, IT requirements coming out

**Christopher Colbert –**

* Located in Colorado Springs
* Managed Services, Project Management, IT, DecSec Ops, AI/ML
  + Trying to build AF back up
* DCGS looking for support
* AF Reserve – IT work & AFLCMC

**Carl “Shof” Shofner – OST**

* Alamo ACE – Shof attending
  + EWAAC (Eglin) will provide an update at this meeting on what he learned

**Next Meeting:** December , 2021, 8-9am EST

**Location:** Virtual