

Fast Rope Capability Exchange

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

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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, SouthEast US
- 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 6.2.2021

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

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Presentation POC

1. Akima – Dennis Lucey
dennis.lucey@akima.com
2. BlueWater Federal - David Simon
dsimon@bwfed.com
3. Govini – Brent Ahlers
brent.ahlers@govini.com
4. Linquest – Wes Mainship
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5. Telos – Wade Rupper
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Government POC

- AFLCMC – Luke Schultz
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- Ohio Univ. PTAC - Billy Grill
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- SBA – Thomas Krusemark
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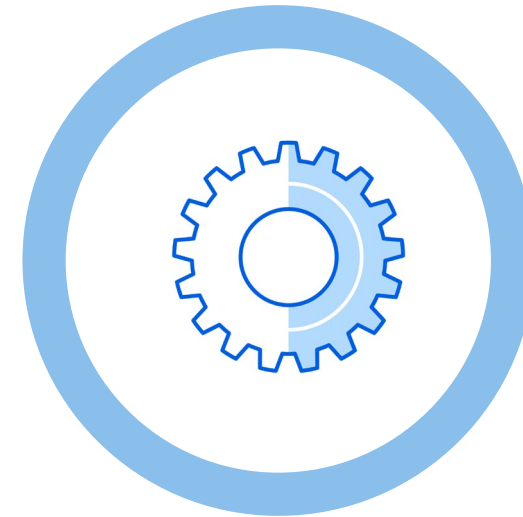
This forum is open to all government
individuals and agencies.

POWERING AMERICA'S MOST CRITICAL MISSIONS

Akima Capabilities

FACILITIES, MAINTENANCE, & REPAIR

Base Operations
Civil Engineering
Facilities Operations & Maintenance
Range Operations
Real Property Management
Utilities & Infrastructure Support



INFORMATION TECHNOLOGY

Advanced Analytics / AI & Machine Learning
Cybersecurity
Engineering & Development
Enterprise IT
IT Products
IT Services Management
Technology Solutions

LOGISTICS & SUPPLY CHAIN

Aerospace Support
Contractor Logistics Support
Depot Level Maintenance, Repair & Refit
Global Logistics Support
Maintenance, Transportation & Supply Chain
Management

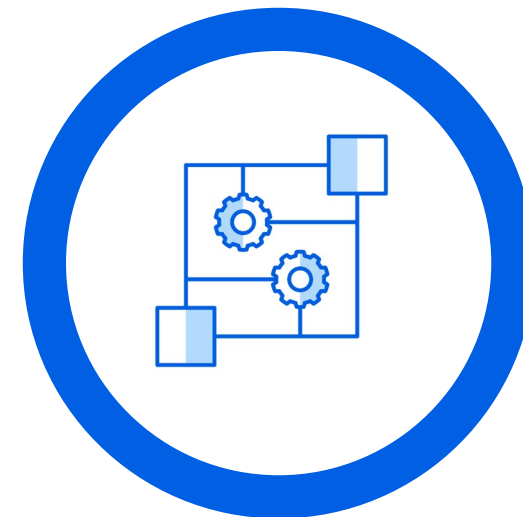


PROTECTIVE SERVICES

Access Control
Armed and Unarmed Guards
Base Security
Detention Management & Secure Transportation
Emergency Response
Vulnerability Assessments

SYSTEMS ENGINEERING

C5ISR
Equipment Maintenance
Research & Development Support
Wired & Satellite Telecomm Services

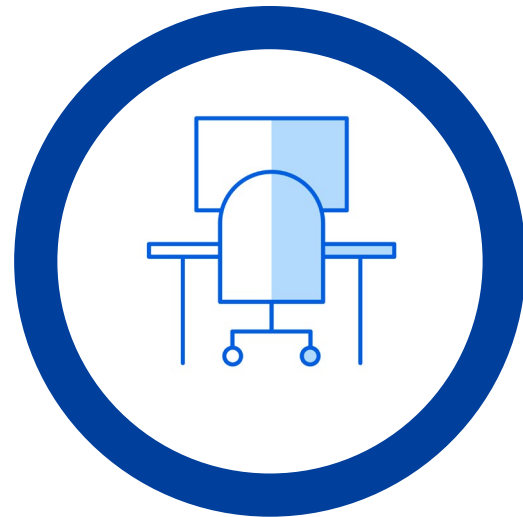


MISSION SUPPORT

Intelligence Analysis
Office Administration
Records Management
Research & Development
Staff Augmentation
Subject Matter Expertise

FURNITURE, FIXTURES, & EQUIPMENT

Health Facility Outfitting
Initial Outfitting & Transition Services
Planning & Management Services
Products



CONSTRUCTION

General Construction & Renovation
Civil & Marine Construction
Transportation Systems

Streamlined Procurement

The SBA may award a sole source contract to an 8(a)-participant owned and controlled by an ANC, allowing for a quick, smooth transition to full contract operations, typically 30-60 days.

- No J&A required for awards **up to \$100 million (DoD)** and **up to \$25M** (federal civilian) [FAR 6.302-5(b)(4) and Class Deviation 2020 –00009]
- Limited potential for award protest [13 CFR 124.517(a)]
- Small Disadvantaged Business and Native American Credits [13 CFR 124.109(a)(4)]
- Negotiated fair price

Akima's 8(a) Companies

AKIMA
DATA MANAGEMENT

AKIMA
GLOBAL LOGISTICS

Aperture
MEDIA

Cloud Lake
Technology

COMPASS
POINT

HERITAGE
INTERIORS

JADE
CREEK
CONSTRUCTION

LOCKWOOD
HILLS
4H

LYNXNET

RIVER
TECH

SUNIK

SUVI

tal
u

TUNDRA
Federal

TUVA

tuvli

8(a) Direct Award Process



Tetra Tech Federal Information Technology (FIT) Group



Tetra Tech Parent

- \$3B+ publicly traded US company
- International Footprint
- Core Capabilities: addressing complex water, environmental engineering, infrastructure, resource management, energy, and international development

FIT Group Domain Expertise

- FAA, DoD, DISA, COCOMs, SOCOM, DHS, DHA, DOE, and DOI

FIT Group Core IT Capabilities

- IT Enterprise and Cyber Security
- Mission and Base Operations (Plans, Programs, Operations)
- Systems and Software Engineering
- Application Development/System Modernization
- Data Management / Analytics / Visualization / Statistics
- AI / Machine Learning and Automation tools (DPA)
- Integrated Logistics and O&M
- Program Management Office Support

Prime Contracts:

CIO-SP3, GSA OASIS Pool 1 & 3, GSA MAS, SeaPort-NxG, and SBEAS JV



LEADING WITH SCIENCE, TetraTech is making major investments into growing across the DoD community:



Enterprise IT and Cybersecurity

- Network Design and Engineering
- Data Center Operations
- Server Consolidation, Virtualization
- Global Network Provisioning
- 24-hour JOC/SOC Operations
- Enterprise Help Desk Tier 1-3
- Coalition Networks and MPE Integration
- Multi-Tiered/Domain Network Operation
- Common Operational Picture Fusion
- Maritime Operations Tactical Integration
- Information/Knowledge Management
- RMF/IA Cert & Accreditation/DCO Support
- C&A/A&A Processing and Implementation
- Cyber Incident Response

Integrated Logistics and O&M

- Business Process Improvement & Alignment
- HW/SW Enterprise Sustainment & License Mgt
- Global Integrated Logistics Support
- Facilities Management & Engineering
- Property, Inventory and Asset Management
- ODC Procurement and Installation
- Infrastructure Assessments and ROM Development
- Access Control and Monitoring

Enterprise Plans, Programs, Operations

- Enterprise Data Sciences
- Global Command and Control System Joint/Services
- Counter UAS/UAV Theater Planning
- Integrated/Theater Air Missile Defense Planning
- JADOCS Dynamic/Time Sensitive Targeting
- SOF Future Force Mod & Ops Planning
- Strategic Planning and Analysis
- Tech Briefings, Test Plans and Reports Development
- Statement of Work Development
- Participation in JCTD, ACTD Event Support
- Review of Technical Studies, Reports and Proposals
- Live Virtual Constructive Gaming for Combat Systems
- Training/MESL Development and Deployment
- Aviation Modeling and Simulation

Systems and Software Engineering

- Enterprise System Integration
- Web/App Design, Development, Management
- Agile Development
- DevSecOps App & Infrastructure Security
- Data Integration and Interoperability
- Business Process Automation
- Open Source Development
- Testing, Verification, Deployment



Needs and Requests

- Industry partners with a focus on and experience in supporting:
 - USAF
 - USACE
 - USN
 - DOE (National Labs)
 - Healthcare (DHA, VA, etc)
 - DHS
- Industry partners with prime work and core capabilities around:
 - DevSecOps
 - Cyber Security
 - Logistics

Point of Contact

- BlueWater is a subsidiary of Tetra Tech. Reach out to David Simon or Mark Schore to figure out where you may fit within the BWF and Tetra Tech FIT Group.
 - David Simon – dsimon@bwfed.com – 253.230.8867
 - Mark Schore – mschore@bwfed.com – 703.395.3450

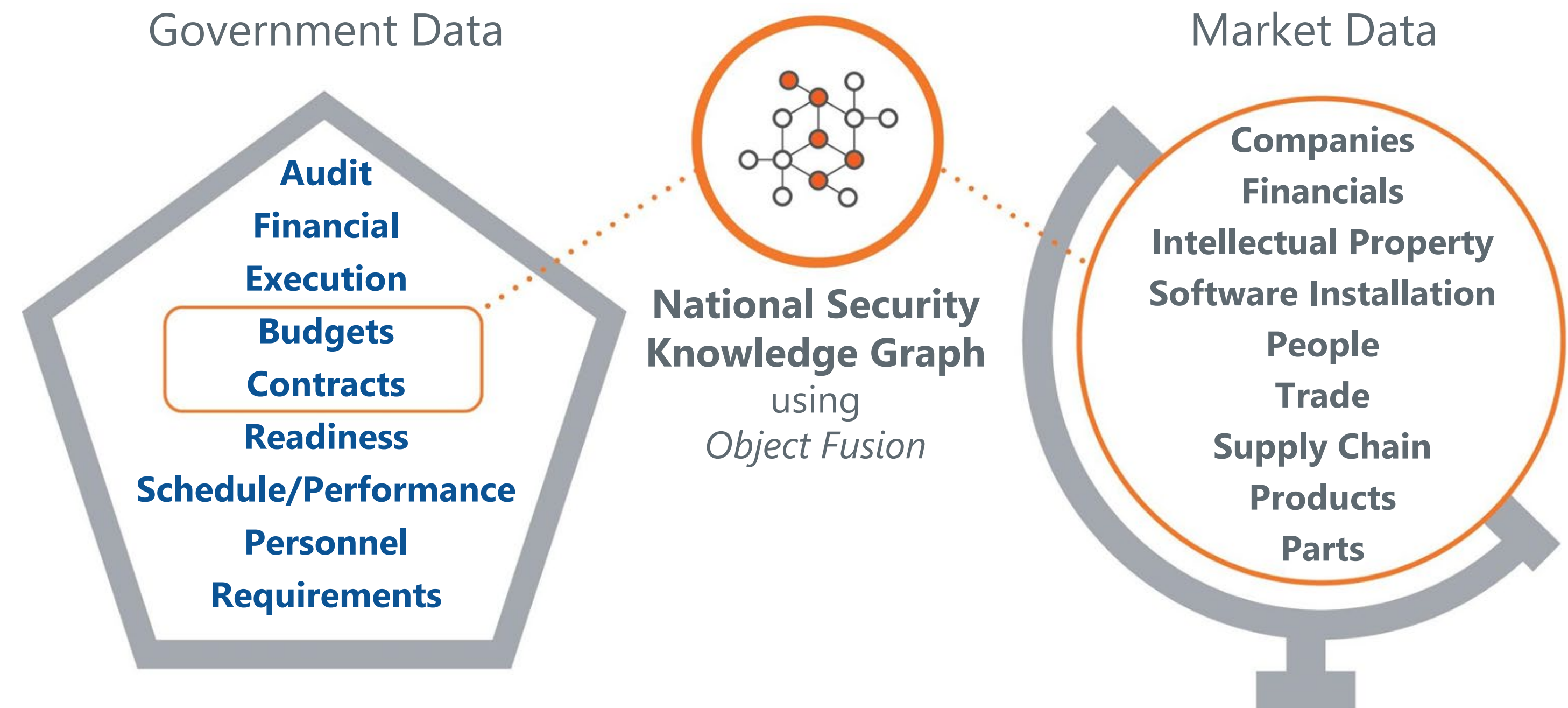
www.bwfed.com

www.TetraTech.com



GOVINI CONNECTS GOV'T DATA TO MARKET DATA

- **DoD Enterprise Data Environments:** Provide the authoritative **Looking-In View** to DoD through data pipelines to enterprise IT systems and dashboards for visualizations and analytics.
- **National Security Knowledge Graph:** Provides defense-relevant **Looking Out and Looking Across Views** that supply users with global market data and connects that data to national security companies, capabilities, and capital investments.
- **Object Fusion:** Existing ML capability that **finds and builds dynamic linkages** among actors, agencies, companies, and activities through time and across industries from thousands of sources.
- **Taxonomies:** **Enables rigorous portfolio management** by clearly defining complex and ambiguous portfolios and tracking relevant resourcing based on how data naturally clusters.



DECISION SCIENCE APPLICATIONS

SUPPLY CHAIN & LOGISTICS



RESOURCING & REFORM



TECHNOLOGY & INNOVATION



DEFENSE INDUSTRIAL BASE



GOVINI = PLATFORM + DATA + PEOPLE

DECISION SCIENCE PLATFORM

- Data and ML-driven web-based platform with immediate access to decision-grade information
- Unlimited searches, queries, downloads
- Configurable (e.g. Taxonomy Builder, Dashboard)
- Research & Monitoring; collaboration functionality

NATIONAL SECURITY KNOWLEDGE GRAPH

- Organizes and links datasets through Object Fusion
- Authoritative Gov't Data (Budget, Contracts)
- Company & Supply Risk Data (Financials, Ownership, Foreign Influence, COVID-19)
- Parts, Software installs, Private Equity & Venture Capital, Grants & Patents

ENGAGEMENT MODEL

- Data Science & Engineering
- Defense Analyst Experts
- Trainers & User Experience



Who We Are

LinQuest

- ▶ 45 year heritage as an engineering and space company

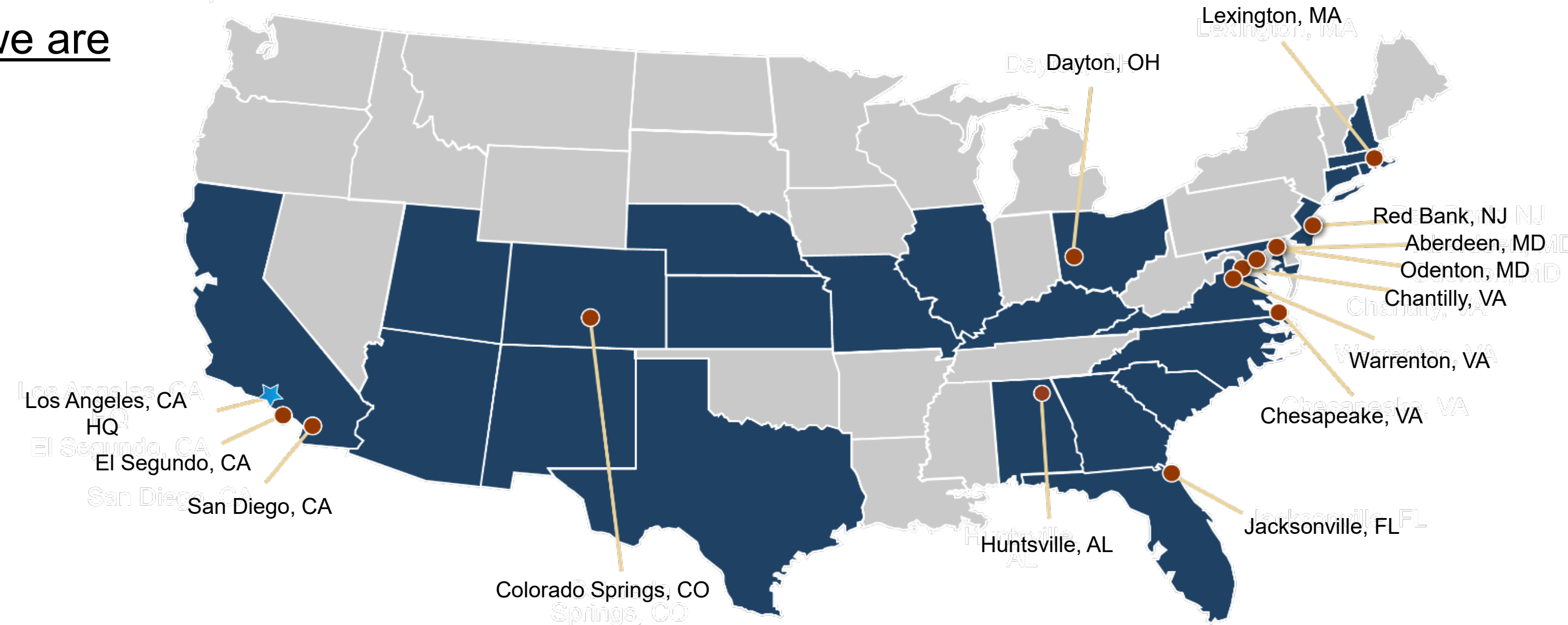
Capabilities (Lines of Business)

- ▶ Engineering and Integration
- ▶ Mission Operational Services
- ▶ Integrated Solutions and Technology
- ▶ Integrated Analytics and Support

Customers

- ▶ E&I: Space and Missile Center (SMC), Space Development Agency (SDA), Space Rapid Capabilities Office (SpRCO), AFLCMC, AFRL, AFNWC, Aberdeen Proving Ground (APG), DISA
- ▶ MOS: Sec of AF, USSPACECOM, USSF, ACC, AFRL/RV, SMC, USASMDC, AF Rapid Capabilities Office (RCO), USSOCOM, DIA, NRO, CIA, NSA, DNI
- ▶ IST: AFRL, DARPA, IC, Commercial SATCOM
- ▶ IAS: HQ AF, AFMC, AFRL, AF Installation and Mission Support Center (AFIMSC), AFLCMC, AFSC, AETC, AFIT, National Air and Space Intelligence Center (NASIC), AF Data Services (AFDS)

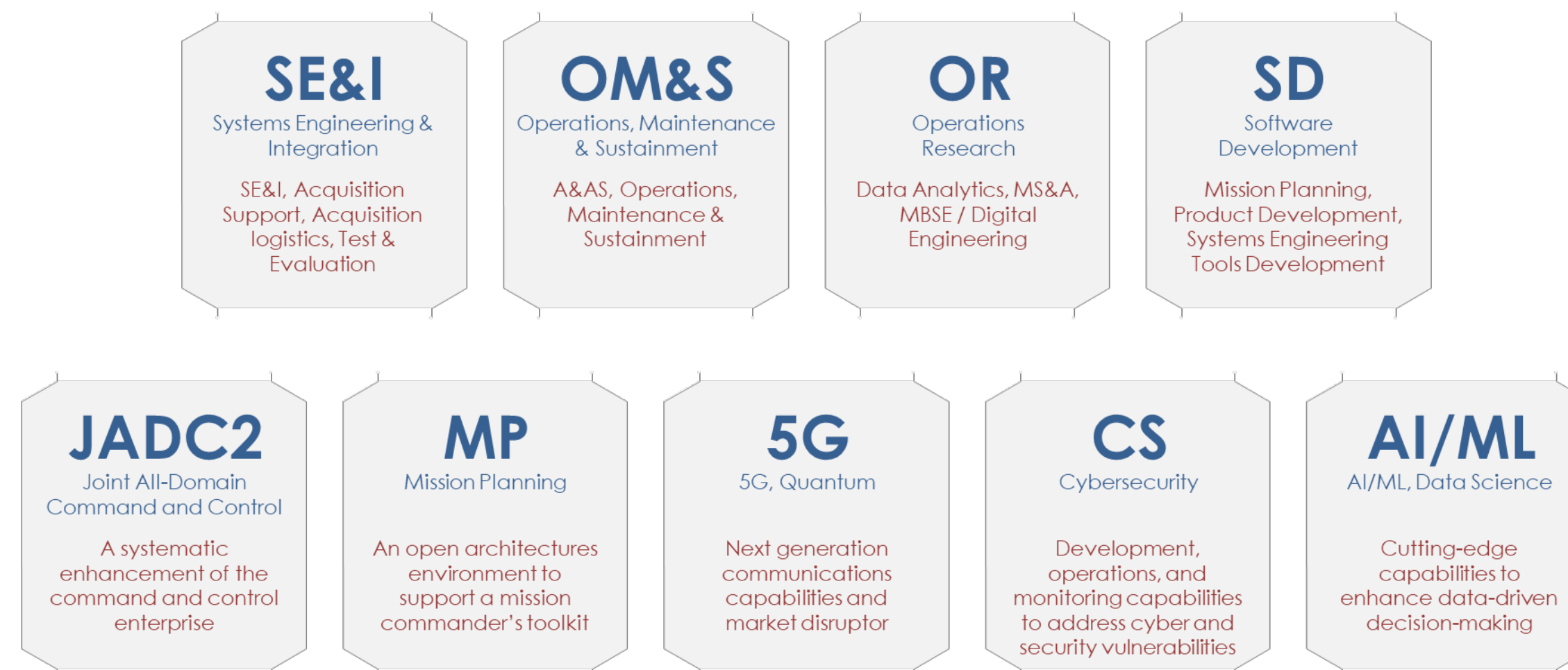
Where we are



Customer Sites

Los Angeles AFB, CA
Vandenberg AFB, CA
Ft. Huachuca Army Base, AZ
Kirtland AFB, NM
Hill AFB, UT
Buckley AFB, CO
Peterson AFB, CO
Shriever AFB, CO
Offutt AFB, NE
Randolph AFB, TX
Scott AFB, IL
Wright Patterson AFB, OH
Eglin AFB, FL
Cape Canaveral, FL
Bolling AFB, Washington, D.C.
Pentagon, VA
Ft. Belvoir, VA
Aberdeen Army Proving Ground, MD

Capabilities



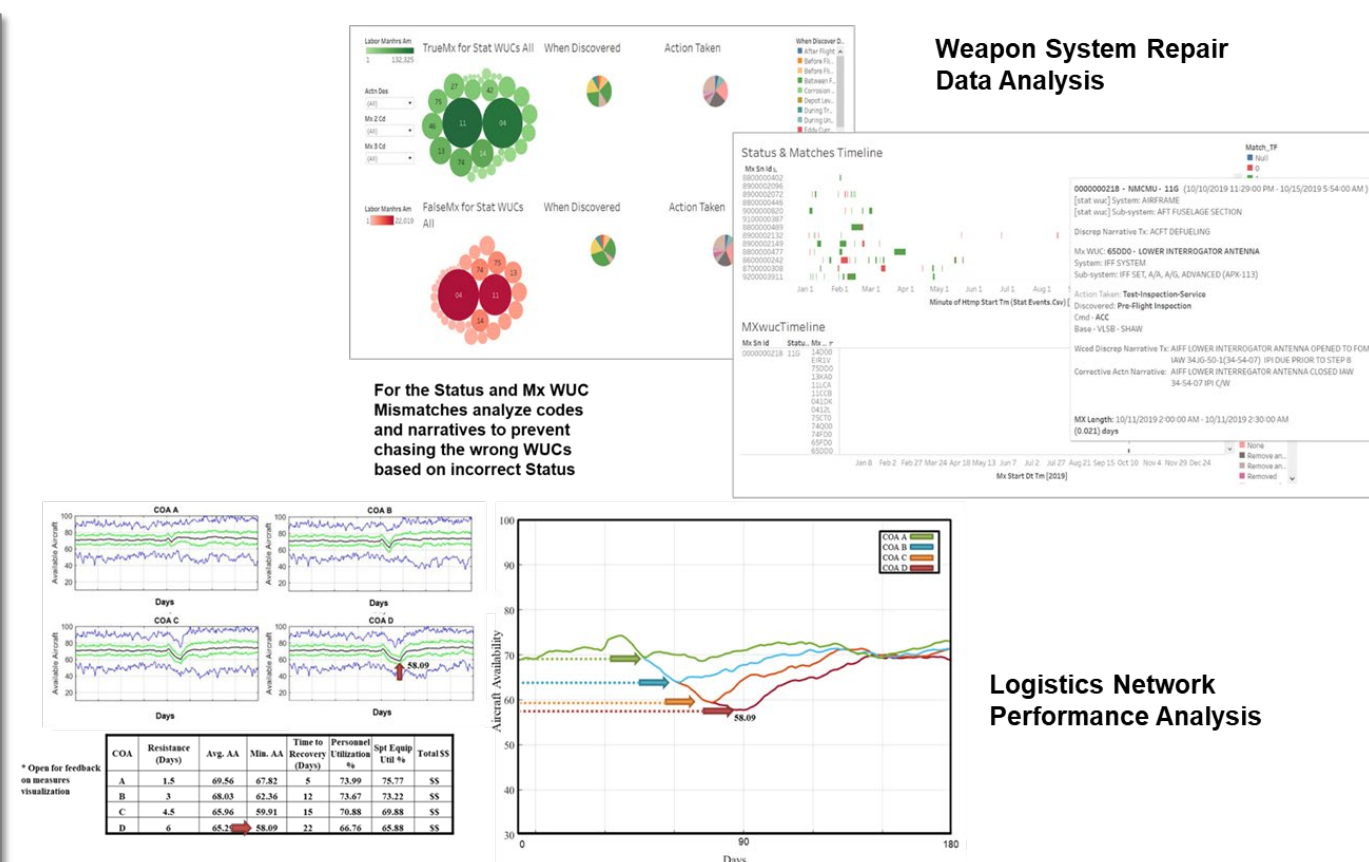
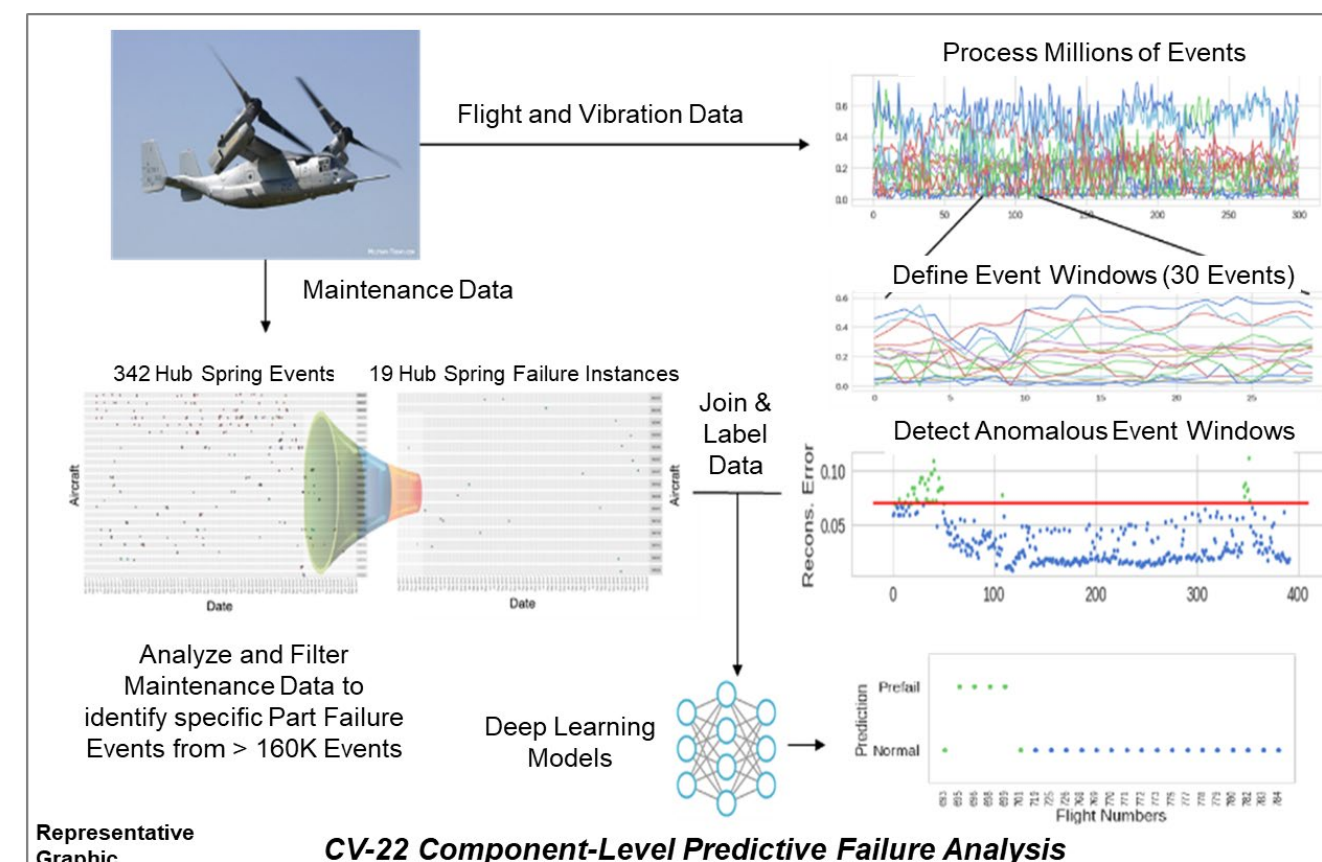
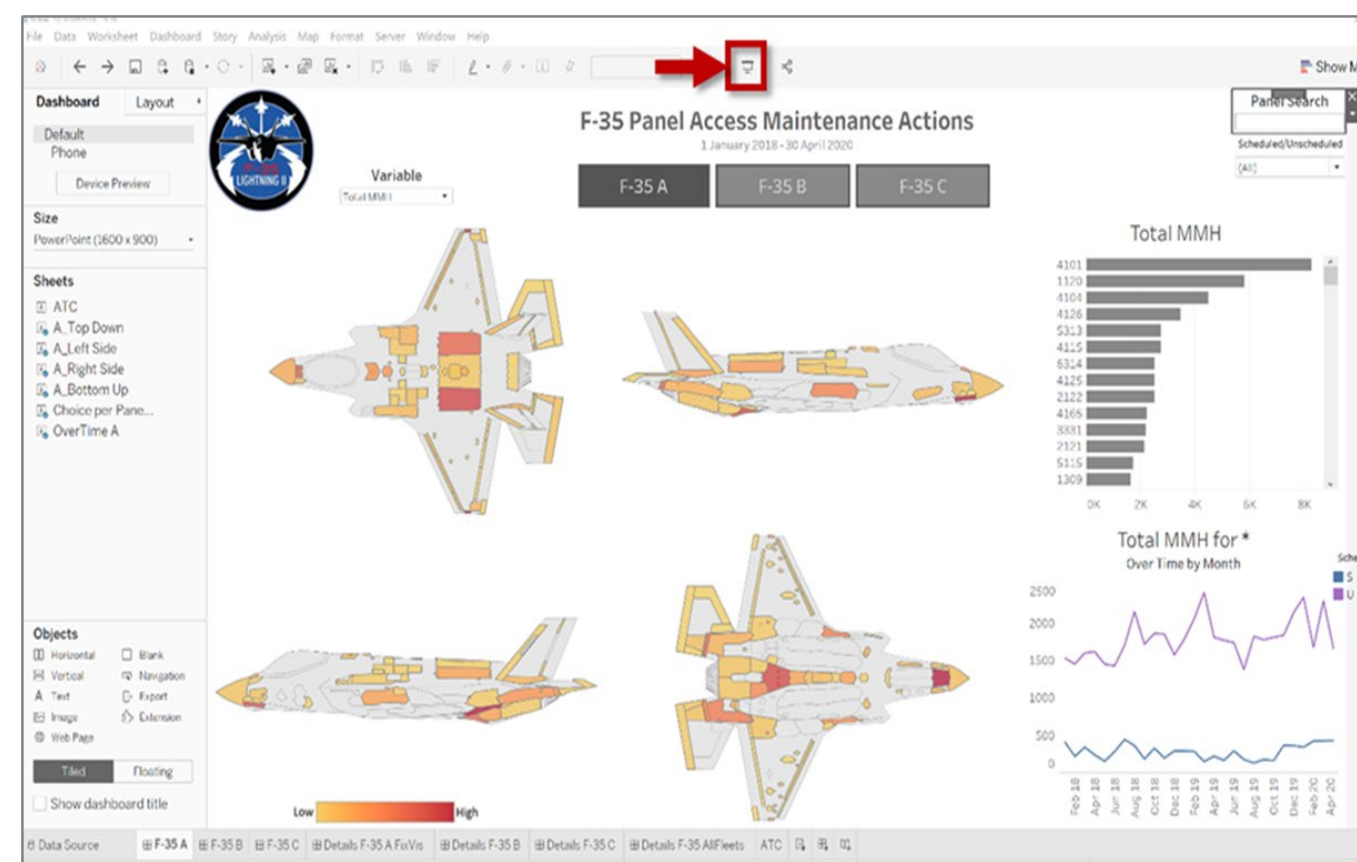
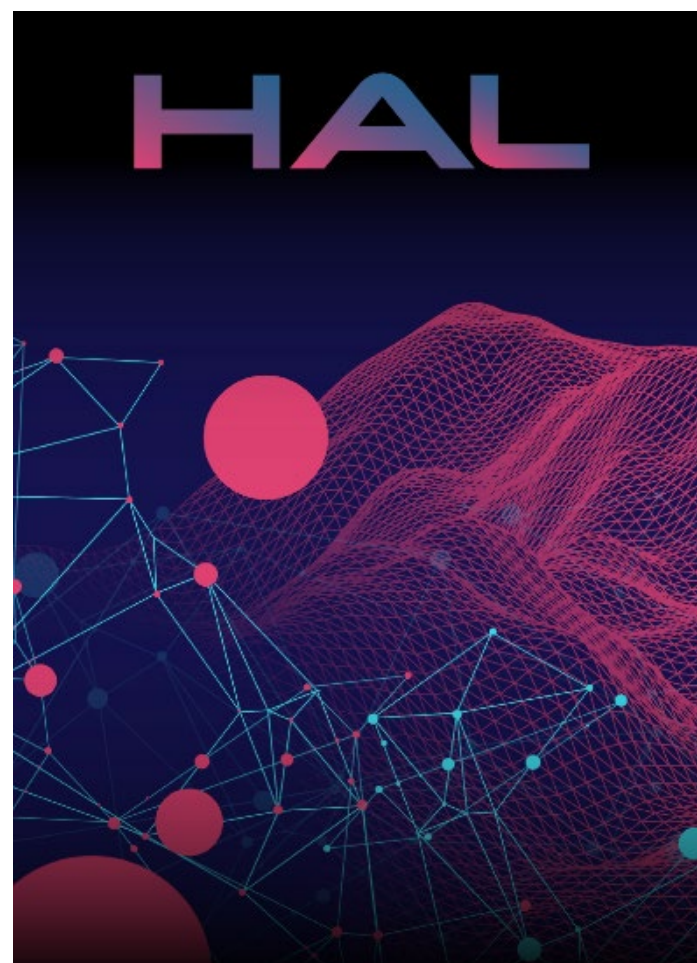
Our People





We do data...

- ▶ **We know what it means to tackle big, dirty data, transform it, and extract valuable insight to impact the mission. Examples:**
 - Harness for Adaptive Learning (HAL), HAL's applications include everything from the Advanced Framework for Simulation, Integration, and Modeling to the NASIC's Threat Modeling and Analysis Program, and even AFRL hypersonic weapon models. HAL's capability, and model agnostic approach, for applying advanced design-of-experiments and ML to modeling and simulation environments exploits a model agnostic approach to understanding solutions.
 - Increased mission-capable rate for the F-35 through our Low Observable Coating Panel Visualization Tool for the F-35 JPO
 - Increased CV-22 mission capable rate with machine learning techniques to predict maintenance failures for specific parts and airframes
 - Established traceability from data sources to output, enabling visibility into the impact of source data on specific decision flows; executed ETL ops across over 60 legacy systems...over 20 TB data warehouse creation/management for AF Data Services
 - Created personnel management analysis engines for AF/A1, enabling creation of new officer developmental categories
 - Developed near real time mission readiness assessment of USSF forces, resources, and capabilities by base & mission area through our space warfighter capability dashboard for Space Operations Command Commander
 - Provided senior leader visibility for COVID decisions and localized responses through our COVID machine learning algorithm and dashboard for Space Operations Command





Needs and Requests

Needs and Requests

- ▶ Seeking industry partners, Large and Small, to pursue work in DoD/Fed Civ Agencies with a focus on space, engineering, data analytics, AI/ML and to extend our AF and Space quals into the Army and Navy.
- ▶ Seeking opportunities to utilize our Phase III SIBRs and the \$800M ceiling.
- ▶ Seeking to leverage Harness for Adaptive Learning (HAL) into war gaming, modeling and simulations to effectively enhance the experience for the user
- ▶ Seeking to leverage our high end functional/data analytics experience to attack opportunities in A4 at the HQ level, ACC, and Aberdeen.

Point of Contact

- ▶ Perduco is a subsidiary of LinQuest. Reach out to Wes Manship to discuss any area of interest you may have within Perduco and LinQuest
- ▶ Wes Manship, Analyst and DC Regional Manager
- ▶ E: Wesley.Manship@linquest.com
- ▶ P: 703-868-5389
- ▶ W: <http://www.theperducogroup.com/>
- ▶ W: <https://www.linquest.com/>

- **Company Vital Statistics**

- Company founded in 1971
- Company Located in Ashburn, VA
- John Wood, CEO
- Company went IPO – November 2020
 - Mid-Size Prime Integrator (750 personnel)
 - Annual Revenue \$250M – 350M
 - Solutions / Services Oriented

- **Key Customers**

- USAF, USA, USN, USCG, COCOMs, USMCs
- 3 Letter Agencies
- DHS, TSA, Census, DoT
- Commercial Presence is Growing (Banking, Healthcare, Critical Infrastructure)

- **Key Services/Products**

- RMF NIST Compliance, Data Security
- XACTA
- Cloud Practice
- Telos Ghost (Obfuscation), Cloaking)
- Enterprise and IT integration and Solutions
- IA , Cybersecurity, Cyber Defense (ACC DCO)
- Wireless, Wireless, Wireless
- FEDRAMP Compliance
- Identity Management

- **Key Contract Vehicles**

- AFNETOPS NETCENTS-2
- GSA Alliant 2
- Accent BOA
- 2GIT
- Telos GSA Schedule
- ITES-3H.

- **Needs and Leads**

- EC2
 - SB - TBD
 - HUBzone
 - Woman Owned
 - Service-Disabled Veteran Owned
 - 8a
- ACC DCO

- **Point of Contact**

- Wade Rupper, Sr. Director, BD
- Wade.rupper@telos.com
- www.telos.com
- 937-605-2211

Next Forum 7.7.2021

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- Ohio Univ. PTAC - Billy Grill
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- 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.