Fast Rope

Tuesday, August 17, 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 September 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 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.
	In your request, include:
		- Event Name
		- Registration link

# Needs and Leads

**Richard Goudie RDG Services (Co-Facilitator)**

**Jimi Elderman-Geodesicx (Co-Facilitator)** **jimi.elderman@geodesicx.com**

* Located in Charleston SC
* Part of the CDCA
* Navy and Coast Guard past performance primarily.
* Need a partner with experience Crypto Please reach out.
* [Geodesicx | Geodesicx](https://geodesicx.com/)

**Gabe Bell-George Consulting (Co-Facilitator)**

* Located in Charleston SC
* Part of CDCA
* Looking at an opportunity dealing with hands on data center experience with the Army/DoD.
* Also, looking for a partner with experience doing special purposes processing nodes. (SSPN)
* [George Consulting](https://www.georgeconsulting.com/)

**Joni Ahlers (Segue Technologies)** – joni.ahlers@seguetech.com

* The next FRSE meeting will be September 21, 2021, at 3pm EST with Paul Ward, Deputy Director for Small Business (SOCOM) speaking.
* Segue’s core services are modernizing information systems through: Agile Dev/Sec/Ops, Development Business Process Modernization, Cloud Migration Support and Advanced Data Analytics focused in USAF, USMC, Navy & DOI.
	+ We have heavy quals in USAF & DOI trying to break into Navy so anyone needing PP we are looking for partners
* EC2 – CO stated that new information should be released late August in Sam.gov
* Seeking a partner with very specific current IT work with DFAS interfacing with GAFS/IAPS/SMAS

**Ellen Hill-E&J Consulting**

* Located in Montgomery AL.
* Has many connections in Huntsville AL as well via Chairman.
* Wo

**Andrew Hootman – AeroTech**

* Human Capitol
* Dayton market focus

**Jim Vinarskai – Cooley & Associates**

* Located in San Antonio
* Vets2 Prime

**Ken Newcomer –**

* Located in NCR
* BD Consultant
* Looking for a FT BD role in the Federal Market
* Need, SB that has certified procurement in cost estimating system to join a GWAC

**Linda Kinkead –**

* WOSB in Columbus
* Federal US Dept of Trans / FAA
* Need – looking to sub out Sr. Engineers – remote out of Columbus

**Matt Williams – Chugach** **matt.williams@chugachgov.com**

* Capture Manager
* Retired Marine
* DHS and growing Army work
* Need, Prime on OASIS, STARS, CIOSP3 (hoping to get in on CIOSP4), GSA MAS, Seaport, NextG

**Maura Boselowitz** **mboselowitz@pmatiinc.com**

* SB, HQ in Norfolk
* NAVAIR
* Cloud Based Software Dev, Amazon, TS Facility Clearance
* OTA – lots of coverage
* Looking to find complimentary companies to assist
	+ DevSec Opps – hard to find talent

**Robert Linton – Microfocus Govt Solutions**

* Connect with Maura Boselowitz & Ellen Hill
* Large Company that has over 300 products, Software Dev & Testing
	+ Many of their products are used, all cloud enabled
	+ Software Vendor, they own the product
	+ Working with partners to bring these products to the customer for enhancements and how to effectively use them

**Ronald “Ronnie” Rudd – Consultant** **Ronnie.rudd@getpeerless.com**

* Peerless – Hollywood, MD
	+ SB looking to partner

**Russell Thurston - Sentient Digital** **Russell.thurston@sdi.ai**

* DRA – VA, HQ out of New Orleans
* IT, Cyber Security, Cost System Engineering
* MSC main customer
* NAVAIR – PMW 264
	+ Software Dev
	+ Mission specific

**Carl “Shof” Shofner**-Optimal Solutions & Technology

* U.S. Navy, Air Force, and Army Quals and CMMI L5
* Agile, SW Dev, Agile Framework, SAFE, AI, ML, IOT
* Looking to team on Charleston SC opportunities & Warner Robins
* DHS (FEMA) lots of experience
* Needs a small business partner with NASA/NASA HQ experience

**Sindi Major Martinez – Accelerate Now** **sindi@xcelr8now.com**

* Executive coaching \_AZ
* Looking for PM, sub opportunities

**Stephanie Brodie – Home Rehabilitation Network**

* Getting into the Medical Field - home rehabilitation network
	+ Remote Pulmonology Rehab
	+ 150 patients now
	+ Looking to get into the VA & NIH

**Jim Cropper - Cropper Federal Security** **jimcropper@cropperfs.com**

* DCGS, Roberts, Langley &
* National Range Cyber Complex – Win
	+ 10-year contract
* Looking to grow at Scott AFB
	+ ITSM – looking for subs
* Positions to fill at Robins, GA
	+ ISE
	+ ISO
* Reach out to Shofner

**Julie Hoyte – Health Information Technology** **Julie.hoyte@healthitsol.com**

* ITES 3s – looking for a prime WOSB
	+ Dev OP’s

**Dennis Lucey – Akima**

* Always willing to share PP
* Year end money available

**Next Meeting:** September 21, 2021, 3-4 PM EST

**Location:** Virtual