Fast Rope

Friday, July 16, 2021

# Fast Rope Portal

* ***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 August 4th
  + 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 - Segue Technologies
  + Fast Rope Southeast 7/20/21 at 3pm EST
  + WBI is hosting a social after Wright Dialogue with Industry on 7/21/21 from 5-7 Free
    - <https://www.eventbrite.com/e/wright-brothers-institute-444-social-tickets-161900535861>
  + JEDI contract was terminated, new direction on enterprise cloud effort “JWCC”
  + Cloud One hosting a virtual roadshow August 18, 2021 via Zoom
    - Register by contacting
    - Lt. Nate Jostes (nathaniel.jostes.1@us.af.mil)
    - Mia Cartaglia (mia.cartaglia.ctr@us.af.mil)
  + AWS Network Firewall has officially launched in the GovCloud(US) Regions
    - <https://docs.aws.amazon.com/network-firewall/latest/developerguide/what-is-aws-network-firewall.html>
  + SAF/CN Pushes for Cloud One Adoption
    - C1K Continues to Deliver on Digital Transformation for the Dept. of the AF!
  + CloudOnereceivedtheofficialmemorandumfromtheAirForceChiefInformationOfficermandatingallDepartmentoftheAirForcemissionsystems/applicationstomovetoCloudOne.
* Dale Hollins – Geneva Software [dhollins@genevasi.com](mailto:dhollins@genevasi.com) 703-475-5674
  + Deep presence at US State Dept
    - Anyone that needs PP reach out
  + Fast Rope Survey – Returning to work
    - Trying to get to 75 responses at 50 currently
* Ellen Hill – Contractor
  + AFITC – Hybrid Event August 30 - Sept 1
* Michael Gething – Matrix Research
  + Small Business in Dayton, Ohio
    - Research, prototype, radio frequency, data collections, signal processing, custom electronics
* Frank Konieczny –
  + Happy to link folks
* Jatin Singh – JASStek Inc. – [jatin@jasstek.com](mailto:jatin@jasstek.com) 614-620-4410
  + Women owned business in Columbus
    - Analytics is primary performance
      * Interested in the state dept. reach out to Dale Hollins
* August Muller “Guss” – Savantage Solutions
  + DITRA $68M 5-year award (Congratulations)
  + RS3 IDIQ – Section H
    - Sub Chapter 10.6 – after RFI release no communication with the program office other than what it approved by contracting office (Even in Draft form)
      * KO or Specialist (you can only contact these folks)
        + No contact with the PM
      * They are really starting to enforce this business process
    - RS3 PM – business engagements pointless
      * Follow the process
      * If the KO does not respond reach out to the RS3 - PM
  + SIGNAL Regiment – NCR Orange Call
    - Once a month social in DC
    - August 19th
* Dennis Lucey – Akima (Please reach out to connect for breakfast in Tysons) [www.akima.com](http://www.akima.com)
  + September 30th end of year monies, looking for a partner Akima has PP and would like to partner
* Rich Mittleman – Choice Cyber Security - [rich@choicecybersecurity.com](mailto:rich@choicecybersecurity.com)
  + Deep Dive – nitty gritty on agencies (CMS & CDC)
    - Please contact me for information about Deep Dive events focused on federal civilian agencies and we can assist with NIST and CMMC preparation
  + CMMC – Fast Ropers can get an overview
* Robert Linton –
  + Projects that are moving to the cloud
    - JEDI (Multi Award likely)
    - Moving Army(AWS) & AF(CloudOne)
* Shivaji Sengupta -
  + Dept of Education wins BPA – multi award and they were one of them ($300M)
  + JV (AI & Cyber) SeaPort NXG (recently received)
* Carl Shofner – OTS
  + NASA HDQ – SB (looking for a partner with PP)
    - Reach out to Al Mink
* Al Mink –
  + Frank Konieczny replacement CTO – Jay Bonci System Engineer right now for Akamai Technologies <https://www.linkedin.com/in/jaybonci/>
  + Nick Chaillan– working with speech writer, event on August 11th
  + DISA –
    - Common IT – SB Enterprise IT – future work at risk
    - RPA
      * Data for automation (John Hale contact)
    - 3rd of the contracts are up for recompete
    - OTA’s in use (SETI & Encore)
    - Brian Herman (Software Factory for DevSecOps)
* Scott Hopper – Crowley
  + Looking for an 8a JV partner (Joint Logistics)
    - Contract Vehicles
      * RS3, OASIS, POLARIS
      * IDIQ – TRANSCOM
  + Still hiring entry level BD folks
    - Has to spend at least one year in Arlington, VA then doesn’t matter where they go after one year
  + Social at Scott AFB, August 27th
    - Fast Rope – in person & virtual

**Next Meeting:** August 20, 2021, 8-9 AM EST

**Location:** Virtual