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.
	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 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 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
	+ 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