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

- 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.

FastRope
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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
7.7.2021

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

https://fastrope.wildapricot.org/Teaming-Forum

Presentation POC

1. Accenture – Mike Kleeblat
   Michael.kleeblatt@accenturefederal.com

2. Ardent Technologies – Ron Hartke   ronhartke@ardentinc.com

3. Deloitte – Rick DeNezza
   rdenezza@deloitte.com

4. Diligent – Connie Crome
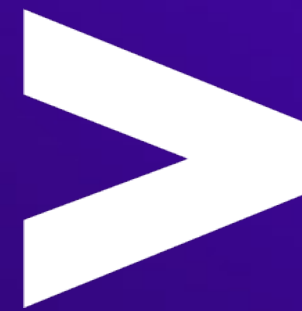   connie.crome@diligent-us.com

Government POC

- AFLCMC – Luke Schultz
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- AFMC – Jeffrey Mellot
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- Ohio Univ. PTAC - Billy Grill
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- WBI – Jim Masonbrink
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- SBA – Thomas Krusemark
  thomas.krusemark@sba.gov

This forum is open to all government individuals and agencies.

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ACCENTURE FEDERAL SERVICES

Make Change Matter

>

AFS fast facts

9,800+ people

Including 1,800 people in our San Antonio Advanced Technology Center and 900 veterans

#13 on the Top 100

Moved from 25 to 13 on the *Washington Technology* Top 100 list (2013 to 2020)

#1 partner of choice

#1 federal partner for Amazon, Google, Salesforce, ServiceNow, Pega, Oracle, SAP, and a leading Microsoft partner

Investing in modern capabilities

Digital (Interactive, Analytics/AI), Cloud (Platforms & Infrastructure), Cyber, and Next-gen ERP

60+ federal agency clients

Including all 15 Cabinet-level Departments and agencies across Defense, Intel, Citizen Services, Education, Revenue, Health, Postal, Homeland and Public Safety

So you can create more impact

Together, we help you strengthen national security and improve quality of life

Helping veterans get the GI Bill education benefits they have earned

Helping service members by delivering critical supplies around the world

Helping farmers get easy access to crop insurance, disaster relief, conservation programs, and other federal services
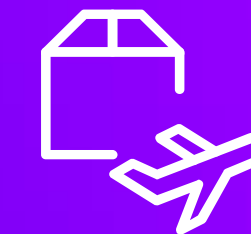
Providing students and their families a simple, seamless digital experience when managing student loans so they can understand their options and access a wide range of resources

Supporting a workforce spread across a global footprint of embassies and consulates by managing a fully integrated logistics system for supplies and communication

How federal clients work with us

Michael Kleeblatt
Growth and Innovation Lead
Accenture Federal Services

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202.253.4334

We participate in many Indefinite Delivery/Indefinite Quantity (IDIQ) and other contracts, making it simple to work with us.

Government-Wide & GWAC Vehicles	• NIH CIO-SP3 (Unrestricted) • GSA OASIS Unrestricted (Pools 1, 2, 3) • NIH CIO-SP3-SB (OTSB) • GSA/OPM HCATS (Unrestricted) (Pools 1 & 2) • GSA Alliant 2 (Unrestricted) • GSA Salesforce Implementation Services (SIISS) BPA
GSA Schedules (MAS)	GSA MAS (Consolidated Multiple Award Schedule) includes: • IT70 SINS 54151S, 54151HACS, 54151HEAL, 518210C, 561422 • PSS/Marketing SINS 541810,541820,541511, 541910, 512110, 541430, 541613, 541922 • 738X SINS 541612HC, 541612LOB • PSS/MOBIS SINS 541611, 611430

Agency Specific IDIQ Contracts	• Air Force NETCENTS 2 • VA T4NG • Amtrak – Packetized Phase 2 • DHS EAGLE II, FC1-Unrestricted (AFS & ASMR)
	• Army ITES-3 • NAVY BUMED FBOMS • Centers for Disease Control and Prevention (CDC) CIMS • DOJ/FBI FFS SOFS IDIQ
	• Army RS3 • NAVY SeaPort NxG • Centers for Medicare and Medicaid Services (CMS) VDC
	• DLA J6 (JETS) • VA VICCS • Centers for Medicare and Medicaid Services (CMS) SPARC
	• DISA SETI IDIQ • Air Force ABMS IDIQ • HHS PSC IDIQ
	• Navy BSC • Air Force STS IDIQ • HHS/NIH/NHLBI Info Technology Support Services
	    • LOC Planning & Consulting Services
	    • SEC OneIT

Blanket Purchase Agreements (BPA)	• DoD Improved Dashboard Analytics • DOT Web Agility 2 • SSA Cloud BPA • Commerce Census Bureau's Digital Transformation
	• Army Eagle Shield Defense Cyber Operations (DCO) • GSA COMET • SSA ServiceNow • Commerce SSI HR
	• Air Force Category Management • HHS CIO (Pen Test) BPA • Treasury/FS Accounting and Shared Services (FASS) • DHS ICE
	    • HUD OCIO Application and Modernization • Treasury EPMSS BPA • DOE CBOSS
	    • HUD Software Development Program • USDA SSLoBS BPA • DOJ/FBI IT TRIPLE S
	        • USPTO Intelligent Automation (IAISS)
	        • DOJ FBI ABT
	    • SEC ServiceNow • DoS Integrated Logistics Management System (ILMS)

Ardent Technologies Corporate Profile

- Established in 2000
- Headquartered in Dayton, Ohio
- Regional Office in Baltimore, MD
- Professional Services Nationally
- 120+ Strong Technical Staff
- 20+ Years of experience in Professional Staffing & Services
- Serving Federal, State/Local Govt, Hi-Ed & Commercial markets
- 40+ Prime contracts from 20+ Federal Agencies (DOD and Civilian)

ARDENT technologies

Contract Vehicles:

- **GSA -** *Schedule 70 - GS35F241CA (MAS)*
  Schedule 84 - GS07F172GA (MAS)
  8(a) STARS II - GS00Q17GWD2066
  OASIS, SB, Pool 1 - 47QRAD20D1064
  OASIS, 8(a), Pool 1 - 47QRAD20D8133

Services ("Swim Lanes"):

- IT (all IT services)
- Cyber Security
- Financial Management/Support
- Facilities Mgt & Support (VTC/AV)
- Acquisition Support
- Administrative Support
- Program Management/Support
- Records Management

CMMIDEV/3

ARDENT technologies

Ardent Technologies Core Competencies

IT Support Services
- IT Strategic Planning
- IT Infrastructure & Network Support
- Software Development & Maintenance
- Database Design, Development, Administration
- Data Analytics, Business Intelligence, Big Data
- Microsoft SharePoint Services
- Configuration Management
- Continuity of Operations
- Contact Center/Help Desk Support

Cybersecurity / Information Assurance
- PKI and Identity Management
- Governance and Compliance
- Security Operations
- Incident Management
- Vulnerability Management

Financial Management
- Contract reconciliation and case closure
- Verifying financial, accounting & payment systems
- Financial analysis & decision support

Administrative & Advisory Support
- Office Administration
- Program Administration and Management
- Project Management
- Acquisition Support
- Records Management
- Mission Support/Staff Augmentation

Fraud Investigation
- Quantitative and qualitative analysis of claims, medical records, and account information
- Case development and court proceedings support
- Healthcare fraud investigative reporting

Call Center / Customer Service
- Implementing call center solutions
- Telephonic oral interpretation service for Limited English Proficiency (LEP) individuals
- TDD/TTY (ASCII) terminals

Medical Support Services
- Medical Services, Lab Techs, Pharmacy Techs
- Medical Analysts and Medical IT Support

Facilities Support
- Video Teleconferencing & Audio-Visual Support

ARDENT
technologies

Ardent Technologies Services & Customers

Service Lines *(i.e., "swim lanes")*:

Program/Project Management	***Medical Analysts/Support***	***Financial Systems Support***
Records Management Support	***Acquisition Support***	***Call Centers/Help Desk***
Infrastructure Support	***Administrative Support***	***Software Dev/Sustainment***
Cyber Security/Info Assurance	***Event Coordination/Support***	***VTC & Audio Visual Support***

Customers:

US Dept of Justice	**US Dept of Energy**	**US EPA**	**US ARMY**
US AirForce/AFLCMC	**US HUD**	**CFTC**	**US ARMY/ACE**
US AirForce/AFRL	**USDA Forest Service**	**Library of Congress**	**Army National Guard**
US AirForce/AFSAC	**Dept of Defense**	**DOD/DCPAS**	**DHS/US Coast Guard**
Health & Human Services	**Indian Health Service**	**DHS/USCIS**	**NATO**

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technologies

Deloitte Overview

Big firm benefits – access to global and commercial practice, wide breadth of experience and clients

WHO WE ARE

- Deloitte is the largest professional service provider in the world
- Privately owned and is run as a global network of member firms
- More than 335,000 employees worldwide, with 113,000 in the US
- $47B in annual revenue globally
- US Practice includes commercial and Government & Public Services (GPS)

WHO WE SUPPORT

- 85% of world's largest companies
- 60 of top 100 colleges
- 44 states
- All 15 US cabinet-level agencies
- All branches of the Armed Forces, the Combatant Commands, and the agencies of the Department of Defense
- Majority of civilian agencies
- Majority of national security, intelligence agencies
- All major government health care organizations

WHAT WE DO

Consulting Services
- System / Cloud Engineering
- Org / Workforce Transformation
- Marketing – digital customer / advertising / commerce
- Strategy
- Analytics & Cognitive
- Supply Chain
- Tech Services Optimization – SAP / Oracle

Risk & Financial Advisory Services
- Cyber Risk
- Risk Intel
- Regulatory & Ops Risk
- Financial Risk

Deloitte Dayton

Small firm feel – local leaders have autonomy within our market

WHO WE ARE

- Dayton Team is part of GPS and a network of practitioners that support DoD and Air Force

WHO WE SUPPORT

- AFMC/HQ
- AF Lifecycle Mgt Center
- AF Research Labs
- Installation Mission Supt Center
- AF Nuclear Weapons Center
- AF Sustainment Center

WHAT WE DO

- Supply Chain Strategy
- Supply Chain Resiliency & Risk
- Financial Improvement & Audit Remediation (FIAR)
- Analytics
- Cyber Security
- Human Capital

WHERE ARE WE GOING

- We are looking for opportunities to expand our presence at AF Lifecycle Mgt Ctr & LCMC & AF Research Labs

- We are focused on bringing our cyber, human capital and system engineering capabilities to the market

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Deloitte Dayton – Our Ask & POCs

Deloitte.

OUR ASK

- Seeking industry partners (large or small) to collaborate with in the market

- Seeking opportunities to bring our cyber, systems engineering and human capital capabilities to the local market

POINTS OF CONTACT

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Diligent Consulting Inc

- Full-Service IT Solutions & Services provider to the Federal Government; Founded in 2001
- Prime contractor for USAF, Defense Logistics Agency (DLA) & Dept. of Transportation (DOT)

- Service-Disabled Veteran-Owned Small Business
- ~130 employees; $25M Revenue in 2020
- Top Secret Facility Clearance since 2004

- Headquarters Office in San Antonio, TX
- Corporate Office in Beavercreek, OH

- ISO 9001:2015 certified
- CMMI-DEV Level 3-appraised (since 2010)
- Mature back-end systems and processes

CMMI DEV/3
Exp. 2021-12-16 / Appraisal #11764

PRIME CONTRACT VEHICLES

- GSA OASIS Pool 3 Small Business
- DISA ENCORE III Small Business (Team CSI JV)
- GSA MAS (54145HACS and 54151S SINs)
- USAF NETCENTS-2 Application Services – SB (ordering ended June 2019)

CAPABILITIES

- Ultimate Discriminator for Legacy App Modernization – *Evolution Solution*^{SM}
- ERP Configuration & Implementation of Oracle eBS & cMRO
- Agile / Waterfall / Hybrid
- SAFe® Agile w/Release Train
- DevSecOps / DevOps
- Digital Roadmaps & DoDAF
- Dev & Test Environments
- Risk Management Framework (RMF)
- Assessment & Authorization (A&A)
- System Administration
- Network Administration
- Database Administration
- System Optimization
- System Virtualization
- Financial Management SMEs
- Logistics SMEs
- End-user support

Diligent's *Evolution Solution*^{SM}

Evolution Solution – What is it?

- It's our *methodology* we use to develop, analyze, evaluate, document, revitalize and transform software - especially legacy software! Using *People*, *Practices* and *Tools,* our framework ensures the software we deliver to our customers both exceeds customers' expectations and is supportable in the future. With a blend of experience, repeatable and streamlined processes, and state-of-the-art tools, we provide solutions to one of our customer's biggest challenges.

Why care about Assessing and Documenting Legacy Code?

- Assesses options for reduced maintenance cost
- Identifies possible security weaknesses
- Defines potential to move to a Cloud environment
- Provides "AS-IS" baseline for Portfolio Management
- Delivers fact-based decision analysis data versus anecdotal guess work

Common Obstacles

1) **Cost – the number 1 obstacle**
- Client does not budget for assessments/roadmaps/ modernization
2) Lack of knowledge in portfolio assessment
- Client doesn't know what they have or how it works
- Client doesn't know/understand their business processes and how the software and Ops environment supports those processes
3) Modernization/change scares the support staff
- Clients think they want to "move to the cloud" but don't realize training is required and new personnel are likely to be required to support new technology

What Diligent Can Do

- Legacy Code/System Assessment
- Documentation to Federal Standards
- Business Rule/Business Logic Extraction
- Information Assurance Assessment
- Application Environment Assessment
- Code Change Impact Assessment
- Application Meta-Data
- Maintenance Cost Reduction
- Enterprise Digital Roadmap
- Cloud Enable / Net Ready

Needs and Requests

❖ Seeking industry partners, Large and Small, to pursue IT work in DoD/Fed Civ Agencies

❖ Seeking opportunities to utilize our *Evolution Solution*^{SM} framework for legacy systems modernization and cloud migration

❖ Seeking to leverage our Cybersecurity A&A/RMF expertise esp. beyond the USAF

POINTS OF CONTACT

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Next Forum 8.4.2021

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Presentation POC

1. CALIBRE – Joe Diana
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2. Concept Plus – Andrea Snader
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3. Dynamis – Neil Cohen
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4. Innovative Management Concepts – Mike Metz
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5. KPMG – JonDavid "JD" DuVall
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6. Macalogic – Teresa Macalolooy
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7. Savantage Solutions – August "Gus" Muller   amuller@savantage,net

Government POC

- AFLCMC – Luke Schultz
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- AFMC – Jeffrey Mellot
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- Ohio Univ. PTAC - Billy Grill
  bgrill@ohio.edu

- WBI – Jim Masonbrink
  James.Masonbrink@wbi-icc.com

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