Fast Rope

Thursday, June 23, 2022

# Fast Rope Portal - [https://fastrope.wildapricot.org](https://nam10.safelinks.protection.outlook.com/?url=https%3A%2F%2Ffastrope.wildapricot.org%2F&data=04%7C01%7CJoni.Ahlers%40seguetech.com%7Cd2f698d46a5144a6b76308d8efa38331%7Ca40fe4baabc748fe8792b43889936400%7C0%7C0%7C637522832844380993%7CUnknown%7CTWFpbGZsb3d8eyJWIjoiMC4wLjAwMDAiLCJQIjoiV2luMzIiLCJBTiI6Ik1haWwiLCJXVCI6Mn0%3D%7C1000&sdata=FNqLj%2FxAXODDJ37RLAPTSC2P2%2BO7BHACBbEZYNapV3o%3D&reserved=0)

* ***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**
	+ If your company has a product you would like to demo these presentations will be done on an as needed basis on a Wednesday from Noon-1pm EST. Reach out if interested.
* **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

**Bill Foote – Independent Consultant – LIVE FROM CEDAR POINT**

* Retired from Full-time work
* Still active with AFCEA & Fast Rope facilitator

**Joni Ahlers (Definitive Logic)** – joni.ahlers@definitivelogic.com

* Located in Dayton, OH
* Immediate Need - Looking for a partner to help cover Acquisition management, records, and Information Management (RIM) Support Services, Logistics and asset management. Prefer someone who can cover all 3 and a plus if past performance is in DHS.
* Conferences Attending
	+ DAFITC
	+ Alamo Ace
	+ LCID
	+ WITS

**Amber Caddell – Vision IT**

* Based in San Antonio
* IT Cyber(Offensive/Defensive), TransUnit Alert, Access Control
* New to Fast Rope

**James Mershon – in for Mark Longe – C5BDI**

* AFWERX Program –
* Dot connectors
* Starting a Hampton Roads Fast Rope Chapter

**Neil Cohen – Dynamis**

* SBA MPJV approved – HubZone – FifthDymension Solutions
	+ National Security & Homeland Defense
	+ DHS, Navy, AF,
	+ Engineering, Chem,bio& Nuc
	+ Looking $4.5M Sole Source opportunities
	+ F&O (HUBSZONE)
		- 10% price differential
	+ Partners who are looking for Hubzone front
		- AF, DITRA
* Navy, Seaport NXG Industry Day - event attending

**Carol “Shof” Shofner – OST**

* San Antonio is of great interest

**Jim Vinarskai – Coley & Associates**

* Training (from classroom to virtal), IT (Custom work)
* EC2 – subbing
* AETC – GTIMS
	+ Connect with Shof

**Nick Meyer –**

* More opportunities being unbundled becoming single positions?
	+ Curious if this was a new trend
* AETC – GTIMS
	+ Going after, looking for partners
* EC2 – not going after

**Robert Orenbaun – SB, SDVO**

* Product Development – AI/ML, digital forensics

**Skip Moratzka – PTC** [**https://www.ptc.com**](https://www.ptc.com)

* College Station, TX
* Application Lifecycle Management,
* AR space
* Industrial Software

**Cliff Henson –**

* EC2 – expected to drop
	+ No confirmation from anyone though

**Next Meeting:** 28 July 2022, 12-1pm CST

**Location:** Virtual