



*Team CAI brings the best multi-domain teaming partners and experience to provide the best solutions throughout the acquisition lifecycle:*

- **Acquisition Planning** - Requirements definition, Specification/SOW development, Solicitation and Evaluation Planning, Strategic Teaming, Independent Cost Estimate and MORE!
- **Market Research** - Cost and Pricing Analysis, Source Availability, Request for Information, Quotes, etc., Pre-solicitation Conference and MORE!
- **Solicitation and Award** - Solicitation development and review, Evaluation, Negotiation, Price Fair and Reasonable Determination, Sub-contractor flow-down and MORE!
- **Contract Management** - Change Management, Request for Equitable Adjustment, Process Optimization, Compliance Reviews, Burn Rate reviews, Quality Oversight and MORE!
- **Completion and Closeout** - Delivery & Acceptance Support, Final Payment & Closeout, Vendor Performance Evaluation and MORE!
- **Full Domain Experience** - Team CAI has extensive Acquisition Support Services Experience at the Federal, State, Local, and International level.
- **Organization and Process Improvement** - Process and Functional Analysis, Six Sigma, Lean, Functional Design and Improvement, System and Process Optimization, Policy Development and MORE!
- **Other Procurement Services** - Policy, Project and Program Management, Secure Environment Contracts, Strategic Planning, Quantitative or Qualitative Requirements or Resource Analysis & Assessments, Manpower Programs, Program Evaluation, Training, Category Management.

**Multiple Lean and Global Six Sigma Award Winners on staff**

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## **Order Directly from your State Procurement Systems**

*States with current Participating Agreement (PA) may order directly from the contract.*

*If your State does not currently have a PA on PASS please contact us for assistance in completing this simple process.*

*Learn more at:*

**[naspo.caihq.com](http://naspo.caihq.com)  
[www.CAIHQ.com](http://www.CAIHQ.com)**

**Contact us directly for a free consultation to develop your best value solution:**

**Center for Applied Innovation, LLC  
214 Terrebonne Road  
Yorktown, Virginia 23692**

**Phone: (570) 685-9862  
FAX: (270) 477-7087  
Email: [info@caihq.com](mailto:info@caihq.com)**

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**The CAI is your best source for:**

**NASPO ValuePoint  
Acquisition Support Services  
(PASS)**

**Master Agreement Number  
19-19-04**

**RFP-18-002-SW**

*Learn more at:*

**[naspo.caihq.net](http://naspo.caihq.net)  
[www.CAIHQ.com](http://www.CAIHQ.com)**

**A Virginia Small, Micro, and Service-Disabled Veteran Owned business.**

*The full range of acquisition support services throughout the acquisition life-cycle.*



## • World Class Team and Experience -

Currently providing acquisition support and other services to 20 Federal Agencies, 33 State Governments and Agencies, over 150 different local municipal governments, 10 private sector companies, 200 partner schools at all levels, and 8 international governments.

• **Breadth and Depth** - Team-wide reach-back (depth) and reach-across (breadth) ensures resources are available at the right time and place. SMEs are available to advise and assist direct support personnel to ensure our level of effort fully meets or exceeds all requirements.

• **Analysis, Change Management, and Break-Through Improvement** - Internationally recognized capabilities in Human Factors, Lean, Six Sigma, Organization, System and Functional Analysis.

*Our Current team and Growing!*



*Team CAI welcomes new members meeting our high performance and ethical standards.*

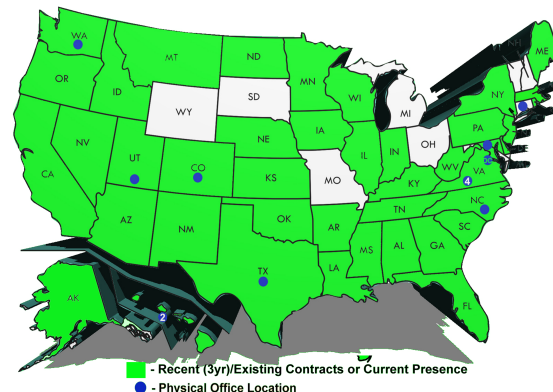
## How to Acquire CAI Services under NASPO ValuePoint

Acquiring CAI products and services is easy, avoiding lengthy and costly formal solicitations. Choose the option that best fits your needs:

- **State eProcurement Systems** - Order directly from your State procurement portal directly or through our Punch-out catalog (eVA, eHawaii, eMACS, etc.).
- **State and Local Procurement Offices** - work with us to define your requirements and order directly off the contract with a SOW, acceptance or ordering through your procurement officer.
- **NASPO ValuePoint** - Order online from the NASPO ValuePoint Portal.
- **Participating Addendum** - Contact us if your State or locality needs to be added to the contract agreement. It's fast and easy!

*Please contact us for no cost consultation to help you define the products and services needed to meet your needs.*

*States where Team CAI has delivered and is delivering proven success to our customers.*



## Benefits of Procuring from the CAI

- **Strong, responsive, flexible Small Business Team** - Our small, micro, Service Disabled Veteran-Owned, Veteran-Owned, 8a and HUB zone small businesses have extensive experience providing PASS services to Federal, State, and Local customers.
- **Solutions tailored to task** - Team CAI works with you to define requirements and implement the most cost-effective, best solutions possible to guarantee the highest Return on Investment.
- **Adaptive Implementation** - Team CAI operates with the unique ability to adapt during execution as new challenges arise or the customer's needs change.
- **Experience and Capacity to Deliver** - Team CAI currently provides Acquisition Support and other services to a variety of Federal and State clients across the United States and internationally.
- **Security** - On-staff personnel holding Government Security Clearances and Team members with Government Facility Clearances.
- **Staff certifications** - UPPCC, PMI, NCMA certified procurement professionals.
- **Nationally Recognized Acquisition Experts** - Team CAI Subject Matter Experts include former State and Federal procurement officials to include State Procurement Officers, acquisition authorities, peer reviewers, and acquisition instructors. These include State programs and Federal Agencies.

# Team CAI on



*Providing the full range of acquisition support services throughout the acquisition lifecycle.*



**Acquisition Planning** - Requirements Definition, Specification/SOW Development, Solicitation and Evaluation Planning, Strategic Teaming, Independent Cost Estimate and MORE!

**Market Research** - Cost and Pricing Analysis, Source Availability, Request for Information, Quotes, etc., Pre-solicitation Conference and MORE!

**Solicitation and Award** – Solicitation Development and Review, Evaluation, Negotiation, Price Fair and Reasonable Determination, Sub-Contractor Flow-down and MORE!

**Contract Management** - Change Management, Request for Equitable Adjustment, Process Optimization, Compliance Reviews, Burn Rate Reviews, Quality Oversight and MORE!

**Completion and Closeout** - Delivery & Acceptance Support, Final Payment & Closeout, Vendor Performance Evaluation and MORE!

**Full Domain Experience** - Team CAI has extensive Acquisition Support Services Experience at the Federal, State, Local, and International level.

**Organization and Process Improvement** - Process and Functional Analysis, Six Sigma, Lean, Functional Design and Improvement, System and Process Optimization, Policy Development and MORE!

**Other Procurement Services** - Policy, Project and Program Management, Secure Environment Contracts, Strategic Planning, Quantitative or Qualitative Requirements or Resource Analysis and Assessments, Manpower Programs, Program Evaluation, Training, Category Management.



GC ASSOCIATES USA, LLC



## Examples of Client Information Technologies, Program Management, Logistics, Medical Administrative and Support Services

GC Associates USA provides a full range of affordable Information Technology, System Engineering, Civil Engineering, program management, administrative and medical administrative, logistics solutions both domestically and overseas. Our commitment to you is that we are a people centric company that quickly delivers the quality solutions that you need.



### US Air Force

Provide U.S. Pacific Air Force (PACAF) Cyber Security support, data protection and disaster recovery, virtual environment and VDI/EVDI, data center upgrades.

Provide Keesler Air Force Base Disability Evaluation System (DES) support, medical and medical administrative support, logistics and warehouse support.



### United States Navy

Provide Naval Health Clinic Hawaii program management, medical and medical administrative support, logistics and warehouse support, and administrative support.

Provide Patient Appointing Services (PAS) to Tidewater, VA medical clinics.

Provide Administrative Support to the Navy Alcohol Abuse Prevention Program.

Provided Navy Disability Evaluation Support (DES) administrative support in 12 states.



### US Army

Provide senior SME analyst and ORSA staff support to the U.S. Army Chief of Staff for Force Development (G8), Pentagon, Washington, DC.

Provide Operations Manager support for the PM for Maneuver Ammunition Systems, Picatinny Arsenal, Picatinny, NJ.

Provide administrative and training support to the Army Family Advocacy Program (FAP), Joint Base Myer-Henderson Hall.

Provide New York Army National Guard Logistics and Warehouse support, Watervliet Arsenal, NY; Utility Analysis support, Latham, NY.

Provide Rhode Island Army National Guard Finance Resource Advisory support, East Greenwich, RI.



# Team CAI on



## Benefits of Procuring from Team CAI

**Nationally Recognized Acquisition Experts** - Team CAI Subject Matter Experts (SMEs) include former State and Federal procurement officials to include State Procurement Officers, acquisition authorities, peer reviewers, and acquisition instructors. These include State programs and Federal Agencies.

**Strong, Responsive, Flexible Small Business Team** - Our small, micro, Service Disabled Veteran-Owned, Veteran-Owned, 8a and HUB zone small businesses have extensive experience providing PASS services to Federal, State, and Local customers.

**Solutions Tailored to Task** - Team CAI works with you to define requirements and implement the most cost-effective, best solutions possible to guarantee the highest Return on Investment.

**Adaptive Implementation** - Team CAI operates with the unique ability to adapt during execution as new challenges arise or the customer's needs change.

**Experience and Capacity to Deliver** - Team CAI currently provides Acquisition Support and other services to a variety of Federal and State clients across the United States and internationally.

**Security** - On-staff personnel holding Government Security Clearances and Team members with Government Facility Clearances.

**Certified Staff** - PMP, Six Sigma and more with UPPCC, PMI, NCMA certified procurement professionals.

Team CAI		Category 1 Specification/Scope of Work Review	Category 2 Procurement Strategy/Acquisition Strategy Plan	Category 3 Independent Government Cost Estimates (IGCE)	Category 4 Market Research	Category 5 Cost & Pricing Analysis	Category 6 Solicitation Review or Solicitation Preparation	Category 7 Source Selection	Category 8 Contract Award	Category 9 Cost Realism Analysis	Category 10 Contract Management	Category 11 Vendor Performance Evaluation	Category 12 Procurement Policy	Category 13 Category Management
	Center for Applied Innovation, LLC	*****	*****	****	*****	*****	*****	*****	*****	*****	*****	*****	*****	*****
	Malanaphy Consulting	*****	*****	***	*****	*****	*****	*****	*****	*****	*****	*****	***	***
	Periscope (NIGP Consulting)	*****	*****	***	***	***	***	***	***	***	***	***	*****	*****
	Seventh Sense Consulting	****	****	****	****	****	****	****	****	***	****	****	****	***
	Management Analysis Technologies, Inc	***	*****	***	*****	*****	*****	*	*	*	*****	*****	****	*
	GCA, USA, Inc.	***	***	*	***	***	***	***	***	*	*	*	*	*
	ProTrain, LLC	**	**	**	**	**	**	**	**	**	**	**	**	**

*****	5 Star: Current Corporate Capability - Direct relevant corporate experience
****	4 Star: Corporate Capability - Related corporate experience
***	3 Star: Resume Capability - Relevant resume experience of full time staff employee
**	2 Star: Resume Capability - Relevant resume experience of consulting/part time staff employee
*	1 Star: Resume Capability - Relevant resume experience available for hire

# Team CAI on



## *A World Class Team with the Best Experience*



(PRIME) - Provides innovative approaches to solve the most difficult problems by bringing together the best expertise from any source. Our flexible structure with low overhead provides customers the best, most responsive expertise tailored to meet their challenges. CAI's expertise covers all phases of the acquisition life-cycle.



(SUB) - Brings the Team a Hawaii local partner with experience providing and supervising acquisition services including: Specifications/Scope of Work Review, Procurement Strategy & Acquisition Strategy Plan, Market Research, Cost/Pricing Analysis, Solicitation Review/Preparation, Source Selection, Cost Realism, Analysis and Vendor Performance Evaluation and program functions.



(SUB) - Brings the Team a well-established local Hawaii teaming partner with extensive experience providing acquisition support services to 15 State of Hawaii agencies and their divisions including: SPO, DLNR LD, DLNR DOBOR, DLNR DOFAW, OIMT (now ETS), OHA, DOT, DoTAX, EUTF, PSD, DOH, DHHL, HHSC, DHS and B&F.



(SUB) - Brings the CAI Team expertise in the full suite of Operations Research/Systems Analysis (ORSA) tools designed to complement Acquisition and Strategic Enterprise Modeling, Supply Chain Management Modeling, Statistical and Decision Analysis, and Forecasting.



(SUB) - Brings the Team subject matter expertise on public procurement processes with a proven qualified, certified professional public procurement experts and Certified Public Procurement Officers (CPPO) for all PASS acquisition services, procurement reviews, policy and procedure development, and process improvement as it currently provides public to sector entities across North America.



(SUB) - Brings highest quality professional and technical training and its unique experience in Procurement Professional Education and Acquisition Support Services covering all portions of the Acquisition Life-Cycle.



(SUB) - Brings Team CAI a large capacity partner with extensive experience supporting procurement operations PASS requires. SSC has a large bench of former Government Communications, Acquisition and Procurement Executives who have served in both Government and industry transforming and enabling Federal, State and local acquisition and program functions specializing in all PASS areas.

*Team-wide reach-back (depth) and reach-across (breadth) ensures the right capabilities at the right time and place.*

## *Small Businesses Teamed to Deliver the Highest Quality*



# Team CAI Capabilities Statement

GC Associates USA has been providing services for 22 years in the United States and internationally. GC Associates provides a full range of quality services in the areas of affordable Program Management, Information Technology, Civil and Systems Engineering, administrative support services, and logistics solutions domestically and overseas. GC Associates is proud to be ISO 9001:2015 Certified.

## Company Data

- EIN: 20-8173851
- DUNS: 791533057
- Certifications: Small, VA Certified Service Disabled Veteran-Owned Small Business, SBA Certified 8(a), Asian Pacific Disadvantaged Business
- Industry Certifications: ISO 9001:2015
- Relevant Codes:  
NAICS: 541512, 541519, 541611, 541612, 541110, 541330, 541614, 541618, 541620, 541690  
SIN: 132 50, 874-4  
CAGE Code: 56K36
- SeaPort Next Generation
- Memberships: AUSA, ASCE, SAME

Data Protection and Disaster Recovery, Cyber Resiliency, Virtual environment and VDI/EVDI, data center upgrades.

- IT System Integration, IT Project Management
- Military medical support – business management, logistics, and administrative support, Disability Evaluation System (DES) support, Family Advocacy Support, industrial hygiene, and patient appointing services
- Logistics and Warehouse support to Army National Guard and military medical facilities

## Differentiators

- **IT Expertise:** Over 35 years IT project Management and Systems Integration
- **Operational Experience:** PMP Certifications at Senior Management
- **Quality:** ISO 9001:2015 certified, providing superior program and risk management process
- **Presence in Hawaii, Mainland, and Overseas:** Operates in CONUS, Hawaii, Japan, Korea, Guam, Okinawa, and Diego Garcia
- **Responsive:** responsive, reliable, secure operations performed ethically
- **Robust:** Nation-wide company with solid small and large business relationships – provides a deep bench and reach back capabilities
- **SeaPort Next Generation**

## Past Performance

Below are three sample projects outlining some of our organizational capabilities. Other contract references are available upon request.



Client Name	Project	Contact Information
US Pacific Air Force (PACAF)	Provides data protection and disaster recovery, cyber resiliency, IT Systems Upgrades	Mr. Michael Ray (808) 282-2677 <a href="mailto:Michael.Ray.22@us.af.mil">Michael.Ray.22@us.af.mil</a>
New York Army National Guard	Provides logistics and warehouse support and utility analysis support	Ms. Christine Campbell, (518) 786-4747 <a href="mailto:Christine.i.campbell.civ@mail.mil">Christine.i.campbell.civ@mail.mil</a>
Naval Health Clinic Hawaii	Provides medical administrative, business management, logistics, administrative and program management support program of multilevel, multi subject training with needs analysis	Mr. Chris Jensen (808) 474-4242 x1843 <a href="mailto:James.c.jensen2civ@mail.mil">James.c.jensen2civ@mail.mil</a>

**CONTACT US TODAY: George Fukumoto, President, (703) 200-8954, [George.fukumoto@gcassociates-usa.com](mailto:George.fukumoto@gcassociates-usa.com)**

# Join the CAI Team

*A small sample of Team CAI Member Current and Previous Acquisition Support Services Customers*



- ❖ Department of Transportation (Highways)
  - ❖ Department of Land and Natural Resources
    - ✓ State Historic Preservation Division
    - ✓ Land Division
    - ✓ Division of Boating and Ocean Recreation
    - ✓ Division of Forestry and Wildlife, Office of Information Management and Technology (Now the Office of Enterprise Technology Services)
  - ❖ Department of Taxation (DoTAX)
  - ❖ Employer-Union Health Benefits Trust Fund (EUTF)
  - ❖ Department of Hawaiian Home Lands
- 



- ❖ California
    - ✓ City of Palo Alto
  - ❖ State of Connecticut
  - ❖ Florida
    - ✓ Hillsborough County Aviation Authority
    - ✓ Manatee County
  - ❖ State of Maryland
  - ❖ State of Montana
  - ❖ State of Pennsylvania
  - ❖ State of Utah
  - ❖ State of Virginia
    - ✓ Virginia Department of Emergency Services
    - ✓ Virginia Department of Social Services
- 



- ❖ Defense Threat Reduction Agency
- ❖ NIH Information Technology Acquisition and Assessment Center
- ❖ U.S. Department of Commerce
- ❖ U.S. Department of Defense
  - ✓ Defense Acquisition University (DAU)
  - ✓ Office of the Secretary of Defense (OSD)
  - ✓ Joint Enabling Capabilities Command
  - ✓ Office of the Assistant Secretary of Defense for Reserve Affairs
  - ✓ Defense Threat Reduction Agency
  - ✓ Department of Defense Headquarters
  - ✓ Army
  - ✓ Navy (Including Naval Health Clinic Hawaii)
  - ✓ Air Force (Including PACAF)
- ❖ U.S. Department of Energy
- ❖ U.S. Department of Health and Human Services
- ❖ U.S. Department of Homeland Security
- ❖ U.S. Department of Labor
- ❖ U.S. Department of Homeland State
- ❖ U.S. Federal Trade Commission
- ❖ U.S. National Institute of Standards and Technology
- ❖ Washington Headquarters Services

If you are a vendor and interested in joining the CAI team or customer with a small business vendor you feel will further enhance Team CAI's capabilities, please contact us at: [info@caihq.com](mailto:info@caihq.com) or call (570) 685-9862.



# Team CAI Capabilities Statement

Malanaphy Consulting provides objective, vendor-independent, consulting services to help organizations acquire and implement new systems technologies, and to do so successfully and within budget. We do not have any affiliations or partnerships with any software or systems vendors and thereby maintain our objectiveness. We also do not sell any software or system products. We only provide consulting services.

Malanaphy Consulting has extensive experience and familiarity with the State of Hawaii's procurement methodology, rules and regulations.

- Requirements Analysis
- RFP Development
- Vendor Analysis
- IV&V, Quality Assurance and Implementation Vendor Monitoring
- Change Management
- Business Process Improvement

## Malanaphy Consulting Capabilities

Malanaphy Consulting is committed to providing the highest quality consulting services to our clients, and provides the following core IT-related business systems consulting services:

IT Strategy and Requirements Development and Analysis. Business systems strategic IT planning and requirements development and analysis for financial and operational application software, for various State of Hawaii departments, divisions and programs, and for private sector clients.

RFP Development and Procurement Cycle Support Services. Development and finalization of State of Hawaii RFPs, RFQs and RFIs, SOWs, including vendor research and analysis, total cost of ownership analysis, scope definition, and assistance with vendor scoring methodology, evaluation and objective vendor selection.

Project Management, Quality Assurance and IV&V services. Monitoring and quality assurance (IV&V) of vendor system implementations, including PMI's PMP project management and risk mitigation methodologies.

System Implementation. Financial accounting, budgeting and other application system implementation services, including HR, fixed assets, work-order maintenance systems and others.

Change Management and Business Process Improvement Services. Workflow improvement services and change management services as part of the implementation of new automated systems.

## Mission Statement

"To provide meaningful and effective information technology consulting services to business, government and non-profit organizations so that they may be more efficient and effective."

**MALANAPHY**  
**CONSULTING, LLC**

Brian Malanaphy

(808)255-4625

[brian@malanaphy.com](mailto:brian@malanaphy.com)

<http://www.malanaphyconsulting.com/>

## Examples of Client Training and Support Services

*Malanaphy Consulting, LLC was established in 2003 and has provided procurement support and other business systems consulting services to the State of Hawaii for over thirteen years. The owner and principle consultant, Brian Malanaphy, has over 25 years of business systems consulting and information technology consulting experience, and has focused primarily on procurement support services for the State of Hawaii.*

Malanaphy Consulting has extensive experience and familiarity with the State of Hawaii's procurement methodology, rules and regulations, and has completing the following projects for the State of Hawaii:



### **State of Hawaii, Department of Transportation (Highways)**

Malanaphy Consulting is currently assisting DOT Highways with the updating and development of a detailed requirements list, all aspects of RFP development and procurement support services for a new financial accounting system. Malanaphy Consulting had previously performed quality assurance services during a prior system implementation for DOT Highways (see below).

### **State of Hawaii, Department of Land and Natural Resources (State Historic Preservation Division)**

Malanaphy Consulting provided project management and consulting services to the DLNR Historic Preservation Division to assist in the requirements analysis, process improvement and development of an RFP for a document management and workflow system for their Architecture, Archaeology and History and Culture branches.

### **State of Hawaii, Department of Land and Natural Resources (Land Division)**

Malanaphy Consulting provided project management and consulting services to the DLNR Land Division to assist in the requirements analysis and design of the upgrade of the SLIMS Land Management system, and in the vendor selection process, including the development of a detailed requirements list, scope of work, land application product offerings, RFP development and finalization, coordination of vendor demonstrations and assistance with the methodology of vendor scoring, evaluation and selection.

### **State of Hawaii, Department of Land and Natural Resources (Division of Boating and Ocean Recreation)**

Malanaphy Consulting provided project management and consulting services to the DLNR Division of Boating and Ocean Recreation to assist in the requirements analysis and RFP development for the upgrade of their Harbor Management system.

### **State of Hawaii, Office of Information Management and Technology (Now the Office of Enterprise Technology Services)**

Malanaphy Consulting performed project management and functional consulting and support services during the state wide ERP systems procurement project and various targeted systems project(s), including a budget system for B&F, and an automated document workflow system for DAGS.

### **State of Hawaii, Department of Taxation (DoTAX)**

Malanaphy Consulting performed project management and coordinated and facilitated over 17 DoTAX management stakeholder sessions to determine and finalize detailed requirements for the RFP for the tax modernization procurement project.

### **State of Hawaii, Department of Land and Natural Resources (Division of Forestry and Wildlife)**

Malanaphy Consulting performed project management and functional implementation services during the implementation of the Oracle EBS (ERP) financial accounting system. Malanaphy Consulting was involved in all aspects of the implementation, including requirements and discovery, process improvement, and initial testing, data conversion, training, final system testing and go-live.

### **State of Hawaii, Employer-Union Health Benefits Trust Fund (EUTF)**

Malanaphy Consulting performed the project management, technical requirements analysis and business process improvement analysis of EUTF's PeopleSoft Human Resources and Accounts Receivables systems and developed the detailed requirements list and RFP to upgrade EUTF's PeopleSoft system. The system handled the health and life insurance benefit administration for over 200,000 State, City and County employees, retirees and beneficiaries.

### **State of Hawaii, Department of Hawaiian Home Lands (DHHL)**

Malanaphy Consulting developed the requirements and RFP for an enterprise-wide financial and operational system for DHHL. He developed the requirements for a custom water billing system and an applicant tracking system. He also assisted with the vendor selection and performed quality assurance services during the implementation of an Oracle Financials system.

**Additional Information about Malanaphy Consulting, LLC and its capabilities, and customers can be found on its website [www.malanaphyconsulting.com](http://www.malanaphyconsulting.com)**

# Team CAI Capabilities Statement

Management Analysis Technologies (MAT), Inc., is a Service-Disabled Veteran-Owned Small Business (SDVOSB) and Vietnam Veteran-Owned Small Business established and located in Northern Virginia since 2002. MAT Inc. provides planning and analysis of strategies, programs, and risks; program evaluation and management problem solving, with a focus on requirements, human capital and other resources; and preparation and execution of major government studies and reviews. MAT employs a full suite of Operations Research/Systems Analysis (ORSA) tools designed to complement strategic enterprise modeling, supply chain management modeling, statistical and decision analysis, and forecasting. We deliver expert results at low cost. Using innovative techniques, and technologies, we maintain a clear focus on manpower and resource requirements while leveraging the best of today's tools, techniques, and technologies to provide solutions from a functional perspective for "doers" to senior decision makers.

## Company Data

- EIN: 54-2023632
- DUNS: 128488496
- Certifications: Service-Disabled Veteran-Owned Small Business, Vietnam Veteran-Owned Small Business
- Industry Certifications: PMP®
- Relevant Codes:  
NAICS: 519190, 541611, 541612, 541613, 541618  
CAGE Code: 3DWT6
- HR Solutions Recruiting, Management, and Administrative Support (R-MAS) IDIQ
- Top Secret Facility Clearance

## Differentiators

- Extensive Functional Domain & Analytical Expertise
- Complex Mission Critical Analysis & Modeling
- Benefits > Low Turn-over > Lower Risk
- Commercial Best Practices Leveraging Innovation
- State of the Art Technologies
- Seasoned Professional Knowledge Base
- Collaborative Information Environment Operations, Planning and Training

## Past Performance

Below are two sample projects outlining some of our organizational capabilities. Other contract references are available upon request.

Client Name	Project	Contact Information
Office of the Assistant Secretary of Defense, Reserve Affairs (OSD/RA)	Equipping the Reserve Components, Transfers/Withdrawals/Diversions Process Model. Visually mapped, documented the processes, and validated the process inputs, outcomes, and throughput.	Mr. Joe O'Connor, PM 703.399.5633
Department of Energy	DOE Acquisition Workforce Requirements Model (DAWRM). Identify staffing requirements at the field procurement office level in the complex and diverse DOE acquisition environment	Golden Key Group 703.815.0290



## Examples of Client Support Services

*MAT personnel hold government security clearances up to the Top-Secret level and provide project management support, administrative services, analysis, modeling and management consulting at all clearance levels. Much of our experience involves the Department of Defense, Military Services and other federal agencies. Please contact us directly to inquire about services related to analysis, as well as to obtain more detailed information on our extensive experience in these areas.*

### Office, Secretary of Defense (OSD) Personnel and Readiness, Defense Language and National Security Education Office



Conducts research and analysis on the Defense language, regional expertise and culture (Defense LREC) and Foreign Area Officer (FAO) Programs, and compiles reports and briefings to reflect findings for Departmental and external audiences.

### Joint Enabling Capabilities Command (JECC)



Provided the full range of human resource (HR) management and planning, plans and strategy, Information Technology planning and acquisition, knowledge management, maintenance of the JECC Collaborative Information Environment and program management services in support of the JECC readiness and rapid deployment mission.

### Soldier for Life – Transition Assistance Program (SFL-TAP) Tactical Employment Connection



Assisted the US Army's Human Resources Command (HRC) SFL-TAP Tactical Employment Connection in establishing a nation-wide "tactical" employment connection between transitioning Soldiers and civilian employers seeking to hire veterans via virtual, brick and mortar, and Career Skills Programs.

### Department of Energy



Conducted a rapid assessment and developed a workforce model. The DOE Acquisition Workforce Requirements Model was created to identify staffing requirements at the field procurement office level in the complex and diverse DOE acquisition environment.

### Office of the Assistant Secretary of Defense for Reserve Affairs



Evaluated the current approval processes for transfers, withdrawals, and diversions of Reserve Component equipment, research industry and other governmental processes to assess the best means of implementing process changes and employ those means to improve the processes described in Department of Defense publications.

### Defense Threat Reduction Agency (DTRA) Weighted Evaluation Model



Provided an independent assessment and offered recommendations. One such recommendation was to develop a user-friendly tool to evaluate and track ongoing assessments conducted on a recurring basis.



# Periscope Capabilities Statement

Periscope and NIGP Consulting focus exclusively on public procurement, and have in-depth experience working with government purchasing departments. 100% of Periscope's over 1,000 customers fall under the government/public sector category. The NIGP Consulting program, being in existence since 1995 has conducted procurement analyses and reviews for over 100 public sector clients.

Periscope is a private company that manages the NIGP Consulting program to help entities comprehensively examine and enhance procurement practices.

## Our Services

- Policy and Procedure Reviews
- Strategic Procurement Assessments
- Strategic Sourcing Analysis
- P-Card Program Reviews
- Performance Reviews
- Organizational Design
- Staff Augmentation

## Company Data

- EIN: 74-2995705
- DUNS: 080066243
- Offices in Austin, TX and American Fork, UT
- Nationwide consulting team members covering all regions
- Experience in city, county, state, k-12, higher education, special districts, utilities, and healthcare
- Accepts Government P-Cards

## Our Consultants

- Are certified public procurement professionals
- Have served as Manager, Director or Purchasing Agent of at least one public purchasing agency
- Provide an average of 25 years of experience
- Experienced in organizational dynamics and procurement transformation
- Hold a current Certified Public Purchasing Officer (CPPO) designation

## Past Performance

Below are three sample projects outlining some of our organizational capabilities. Other contract references are available upon request.



Client Name	Project	Contact Information
Golden Gate Bridge, Highway and Transportation District, CA	Strategic Procurement Assessment to review procurement policies, procedures, organizational structure to make recommendations	Brian Garrity Director of Procurement 415-923-2208 bgarrity@goldengate.org
Alachua County, FL	Policy and Procedure Review to compare to best practices and make recommendations	Larry Sapp Director of Procurement Services 352-374-5262 lsapp@alachuacounty.us
City of Raleigh, NC	Procurement Charter development to develop an updated, consolidated charter based on best practices	Lanaee Gilmore Purchasing Director 919-996-4976 Lanaee.gilmore@raleighnc.gov

NIGP.com Periscopeholdings.com

Jean Clark, President — p (800) 757-6064, [jclark@nigp.com](mailto:jclark@nigp.com)

## Examples of Client Projects



*The NIGP Consulting practice at Periscope Holdings has provided a wide variety of services for states, cities, counties and school districts across North America. Examples of our work include:*

### City of Palo Alto, CA



NIGP Consulting was engaged to perform a comprehensive procurement performance review to enhance operational efficiency of the Procurement function with a focus of transitioning to a strategic, high performance operation. Recommendations were made for modifications to the Municipal Code to enable greater flexibility for the delegation of authority, increased procurement thresholds, and enhanced contract administration oversight. Additionally, recommendations for performance metrics, effective term contracts, increased Pcard usage and the implementation of direct pay procedures were proposed to enhance service and reduce costs. The Pcard and Direct Payment Process recommendations identified potentially \$40,000 in combined administrative savings. Examination of the procurement organizational structure, staff resources, knowledge, skills and abilities was also conducted with proposed modifications.

### Hillsborough County Aviation Authority, Tampa, FL



NIGP Consulting performed a comprehensive review of the procurement organization and processes to assist in movement towards industry best practices for public sector organizations. The engagement included a review of policies and procedures, procurement transaction analysis, spend analysis, workload metrics and procurement technology. Over 100 recommendations were made addressing delegation of procurement authority, Pcard program, staff resources, and contract administration. The Delegation of Authority recommendation potentially eliminated up to 87% of all transactions through purchasing for administrative savings.

### State of Maryland



NIGP Consulting provided services to assess and enhance vendor engagement and outreach for eMaryland Marketplace and to provide a review of the State's contract administration program including sourcing strategies. A supplier survey and facilitated focus group meetings were conducted to provide insight into the current supplier environment. Development of a strategic outreach program, including vendor training was launched and additional vendor communication tools were developed. The current contract portfolio, contract usage, sourcing plans and strategies were analyzed to provide over 10 recommendations for enhanced competition, greater spend under management and to increase eMaryland Marketplace system adoption.

### Manatee County, FL



NIGP Consulting was engaged by the County to review the established procurement processes, and procurement organization and provide a program analysis and for potential improvements. A review of the procurement policies and procedures was conducted to identify possible impediments to the procurement processes. A review of the procurement technology was conducted to assess the degree to which it was being maximized to support the existing purchasing program. Additionally, the cycle times for recent RFPs were examined to provide recommendations for improved processing time and benchmark time frames for each component of the RFP process based on industry standards and/or best practices and to serve as goals for future RFP procurements.

**Additional Information about Periscope Holdings, Inc, its capabilities, and customers can be found on its website [www.periscopeholdings.com](http://www.periscopeholdings.com) and [www.nigp.com](http://www.nigp.com)**

# Capabilities Statement

ProTrain has been providing services for 15 years in the United States and internationally. As a training and education provider of classroom, online, hybrid, and LIVE Online programs, ProTrain delivers courses and programs that support workforce development. Some of the specialized courses are focused on the following careers: Finance, Leadership, Healthcare, Skilled Trades, Business & Project Management, Information Technology, Networking, Web Design, and various Computer Applications. ProTrain takes pride in the development of career pathway and stackable skills for civilians, military and their families to meet their Education-2-Employment goals. Turnkey offerings include:

- In Classroom, LIVE Online, eLearning and Blended Learning Solutions
- 3D Job Performance Training Aids
- Off the Shelf and Customized Content
- Hands-On Applied Learning
- Certifications & Boot Camps
- Educational Consulting

## Company Data

- EIN: 20-2346208
- DUNS: 793502316
- Certifications: Small, Disadvantaged, Woman-Owned, HUB Certified, DMBE, SWAM
- Industry Certifications: DoD 8570.2 Info Assurance, CompTIA, Microsoft, MyCAA Military Spouse, VA Approved
- Relevant Codes:  
NAICS: 541330, 611420, 611430, 611519, 611691, 611710  
SIN: 132 50, 874-4  
CAGE Code: 56K36
- GSA Sch 70 Contract: GS-35F-054CA
- Memberships: AUSA, BBB, NCDBA
- NC Licensed Proprietary School
- Accepts Government Credit Cards

## Differentiators

- Accreditation for the last four years as a NC Licensed Proprietary School – **Yearly Program, Curriculum, and Quality Audits**
- Content aligned with US Department of Labor – **Current and relevant training and education content and subject matter experts**
- Online, LIVE Online, and In Classroom programs – **Clients never need to miss training, all In Classroom courses can be also offered Online – 24/7**
- **GSA Schedule 70 since 2016**
- **BBB A+ Rating since 2007**

## Past Performance

Below are three sample projects outlining some of our organizational capabilities. Other contract references are available upon request.

Client Name	Project	Contact Information
US Army Civil Affairs & US Air Force	Provided 5 Star rated Project Management Training supporting US CENTCOM, EUCOM, AFRICOM	LTC Damone Garner (703) 268-6714 CAPT Michele Tempel Michele.tempel@us.af.mil
Department of Juvenile Justice	4th year of an ongoing career certification training programs behind the bars for over 100 juveniles per year.	Reginald Branch, PM (804) 971-7762 reginald.branch@djj.virginia.gov
Maryland Transportation Authority	Implemented 5 Star rated, 5-year program of multilevel, multi subject training with needs analysis	Mike Schroder, Dean (760) 750-8727 mschroder@csusm.edu



ProTrainEdu.org

Kevin Smith, COO — p (804) 621-7523, ksmith@ProTrainEdu.org

# Team CAI Capabilities Statement

Seventh Sense Consulting (SSC) was established in 2012. SSC is a minority owned, SBA 8a Certified, and VA CVE Certified Service Disabled Veteran Owned Small Business (SDVOSB). We support Federal and Defense agencies in enhancing integration, transparency of core acquisition, procurement, and grants with agency program missions by optimizing core processes, knowledge, education, training and tools. We provide our Client's with innovative solutions to enable acquisition and program management organizations to fundamentally improve their inherent capability to reduce acquisition cycle time and cost, while enhancing the quality and fidelity of its acquisitions.

## Company Data

- 541611 - Administrative Management and General Management
- 541618 - Other Management Services
- 541990 - All Other Professional Scientific, and Technical Services
- 561110 - Other Administrative Services
- 561330 - Professional Employer Organization
- 541511 - Software Analysis and Design Services
- 541512 - Computer Systems Integration, Analysis and Design Services
- 541519 - Computer Disaster Recovery Services
- 611430 - Professional and Management Development Training

## Differentiators

- Full lifecycle acquisition support to 22 Federal Agencies
- 80% of workforce hold Acquisition & PMP Certifications
- Company is led by former Acquisition and Procurement Executive

## Past Performance

Below are five sample projects outlining some of our organizational capabilities. Other contract references are available upon request.

Client Name	Project	Contact Information
<b>NIH Information Technology Acquisition and Assessment Center</b>	Delivered multiple levels of comprehensive lifecycle IT acquisition program support services	Sharmaine S. Fagan-Kerr (301) 594-3744 <a href="mailto:sharmaine.fagan-kerr@nih.gov">sharmaine.fagan-kerr@nih.gov</a>
<b>Defense Threat Reduction Agency</b>	Provided acquisition management support services. Included assisting Government Program Managers with pre-award and post-award Market Research, Contract Management, Cost and Pricing Support Program Oversight and Contract Administration.	Michael Awadallah (703) 767-7894 <a href="mailto:Michael.S.Awadallah.civ@mail.mil">Michael.S.Awadallah.civ@mail.mil</a>
<b>Federal Trade Commission</b>	Designed webpage communicating acquisition-related information. Developed RACI diagrams, swim land and flowcharts to document the acquisition process.	Nancy Moreno (202) 316-2141 <a href="mailto:nmoreno@ftc.gov">nmoreno@ftc.gov</a>
<b>National Institute of Standards and Technology</b>	Provided agency wide, life-cycle acquisition support. SSC supported AMD role in the wide-range, and inter-related task.	Donald Graham 301-975-8567 <a href="mailto:donald.graham@nist.gov">donald.graham@nist.gov</a>
<b>Department of State</b>	Provided agency wide, life-cycle acquisition support. SSC supported AMD role in the wide-range, and inter-related task.	Nichole Gross (703) 516-1580 <a href="mailto:grossns@state.gov">grossns@state.gov</a>



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CONSULTING**

[www.seventhenseconsulting.com](http://www.seventhenseconsulting.com)



# Examples of Acquisition Support Service

## Acquisition Management

- Performance Based Acquisition Facilitation
- Market Research and Cost Estimation
- Solicitation Development
- Source Selection Assistance and Documentation
- Performance Based Contract Performance Mgmt.
- Contract Closeout and Cost and Recovery

## Program Management

- Program and Project Management Execution
- Program Analysis, Tracking and Sustainment
- Acquisition Documentation Development
- Budgeting and Programing
- Business Process Re-Engineering
- Administration Support

## Internal Controls

- Acquisition Documentation Quality Assurance
- Acquisition Policy Development, Sustainment
- Business Process and Organizational Assessments
- Federal Procurement Data System Audits
- Program Mgmt. Review, Evaluation, Analysis, Sustainment
- Contracting Officer Representative (COR) Program Mgmt

## AP3 Business Intelligence

- Acquisition and Program Data & Documentation
- Standardized Templates, Forms and Checklists
- Process Workflow, Status Reporting Tracking
- Performance Metrics Management Dashboard

