



***GOV SOLUTIONS GROUP  
A WOMAN-OWNED SMALL BUSINESS***

***CHARLESTON GOVERNMENT CONTRACTING  
BRIEF IN PARTNERSHIP WITH STRATEGIC  
CONSULTING SOLUTIONS, INC***

*The Cameron Bell Corporation D/B/A  
Gov Solutions Group  
162 Seven Farms Drive, Suite 225  
Daniel Island, 29492*

March 22<sup>nd</sup>, 2012



# ***OUR GOALS ARE SUCCESS***

**Character and Competency... are Requisites for Success**

**Competency: Our Education, Training, and Personal Mental Improvement through Reading and Networking effect higher IQs and Wisdom**

**Character: 4 Simple Rules to Follow...**

**Do What's Right—its Right to be Honest;  
Do Your Best—hold a passion & commitment to excellence in everything you do;  
Treat People Fairly with Dignity and Respect;  
Have Fun—Enjoy the Journey**

**The intersection of Opportunity and Preparation: Stimulus, Response and the Power of Choice; Responsibility, Adversity, Preparedness, Understanding, Goal Setting, Fulfillment**

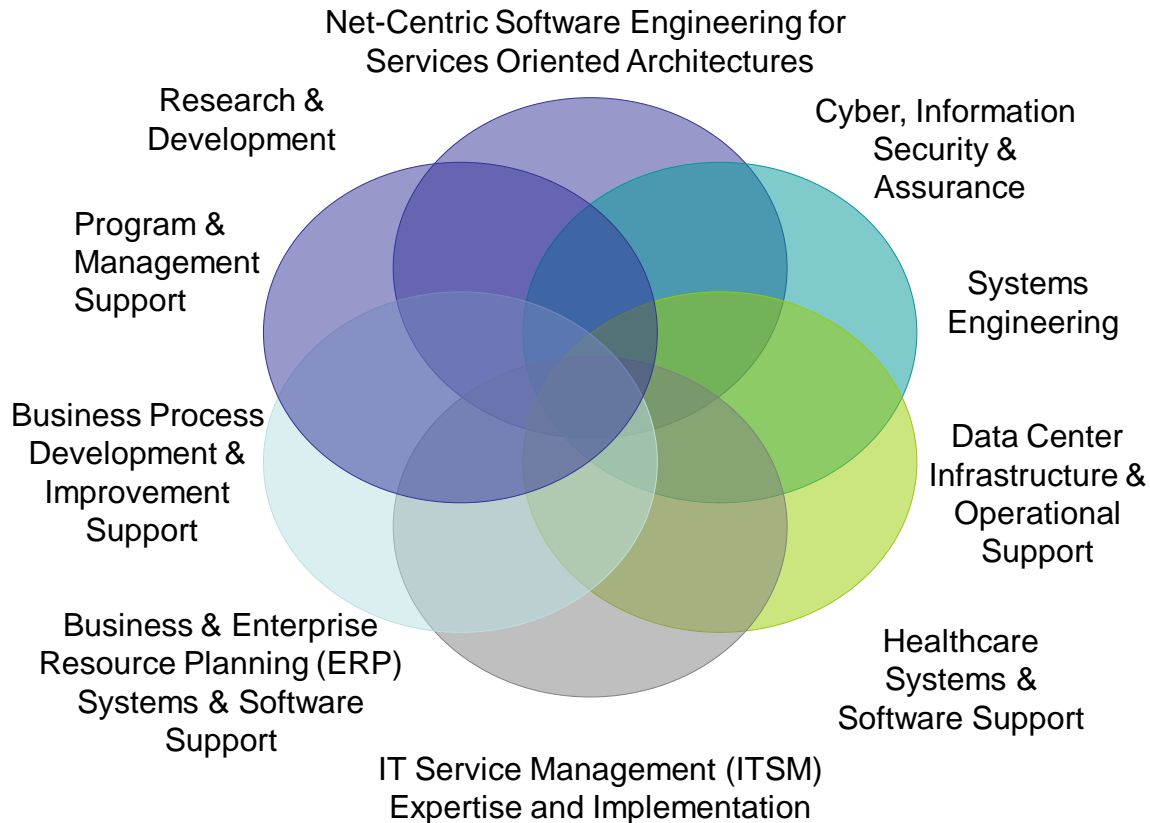


# ***CIVIL SERVICE & BEYOND***

- ❖ Government Civilian for over 23 years (June 1983 until October 2006)
  - ❖ Served as Software Engineer within NAVELEXCEN Charleston's Air Traffic Control (ATC) Systems Engineering Department
  - ❖ Doubled as a collateral duty Equal Employment Opportunity Counselor (January 1987 until October 1992)
  - ❖ Served as Senior Project Engineer for the National Airspace System Modernization Program
  - ❖ Served as CIO, Director of IT and also the acting department head for a technical workforce of approximately 325 civilian employees, through 9 Division Heads and 30 Branch Heads (First Level Supervisors)
- ❖ Served as President of Barling Bay, LLC (July 2007 until December 2011)
  - ❖ Serving as Senior Vice President at GovSG

**... an emphasis on the US Navy within the Information Dominance Mission**

# ... TO A CORPORATE VIEW



- ❖ Founded in **2003**
- ❖ Headquarters in **Charleston, SC**
- ❖ Principal office in **San Diego, CA**
- ❖ Steady, Managed growth for more than 8 years with over 90% of employees holding security clearances
- ❖ Awarded multiple Prime Contracts with \$60M+ potential
- ❖ Prime contract experience - current and relevant with invoiced amounts equal to or exceeding \$10 million for single task order
- ❖ Awarded numerous Subcontracts with SPAWAR strategic partners

**... a Woman Owned Small Business delivering high-end Engineering Support based on the concept of Customer-Centric Services**

# ***PRIMARY ENERGY MATTERS***

- ❖ Solving Customer Problems
- ❖ Relationships – Customers are Important
- ❖ Budgets – Funding is Vital
- ❖ Personnel – Human Concerns
- ❖ Technology - Innovation and Efficiency
- ❖ Human Systems – Policy, Regulations, and Bureaucracy
- ❖ Control – Risk and Margin for Error
- ❖ Critical Partnerships – Corporate commitment and reach back

- ❖ Fulfilling Government Customer Problems, Cares & Requirements
- ❖ Control – Investment Factors, Risk and Margin for Error
- ❖ Perception Matters - Is that a verb or a noun?
- ❖ Communication is Essential
- ❖ Relationships - Nearly Everyone is Important
- ❖ Compliance – See Personnel, (Budget) Finance, Human Systems & Control
- ❖ Critical Partnering – Be Careful, it's a Cold Cruel World
- ❖ Fair Opportunity to Complete – See Human Systems & Control

# ***INSIDE vs. OUTSIDE***

- ❖ People haven't changed in thousands of years - Aesop's Fables
- ❖ The Keys to Success Remain the Same
- ❖ Communication and, more importantly, Understanding is Hard
- ❖ We don't adequately appreciate each other's point of view - Time and cost to requestors and bidders is extensive, time to respond, and timely decisions are not particularly understood

## Inside:

- ❖ Responsibility – to whom much has been given, much will be required; and from the one whom much has been entrusted, even more will be demanded
- ❖ Bureaucracy in a conventional form is a risk mitigation factor

## Outside:

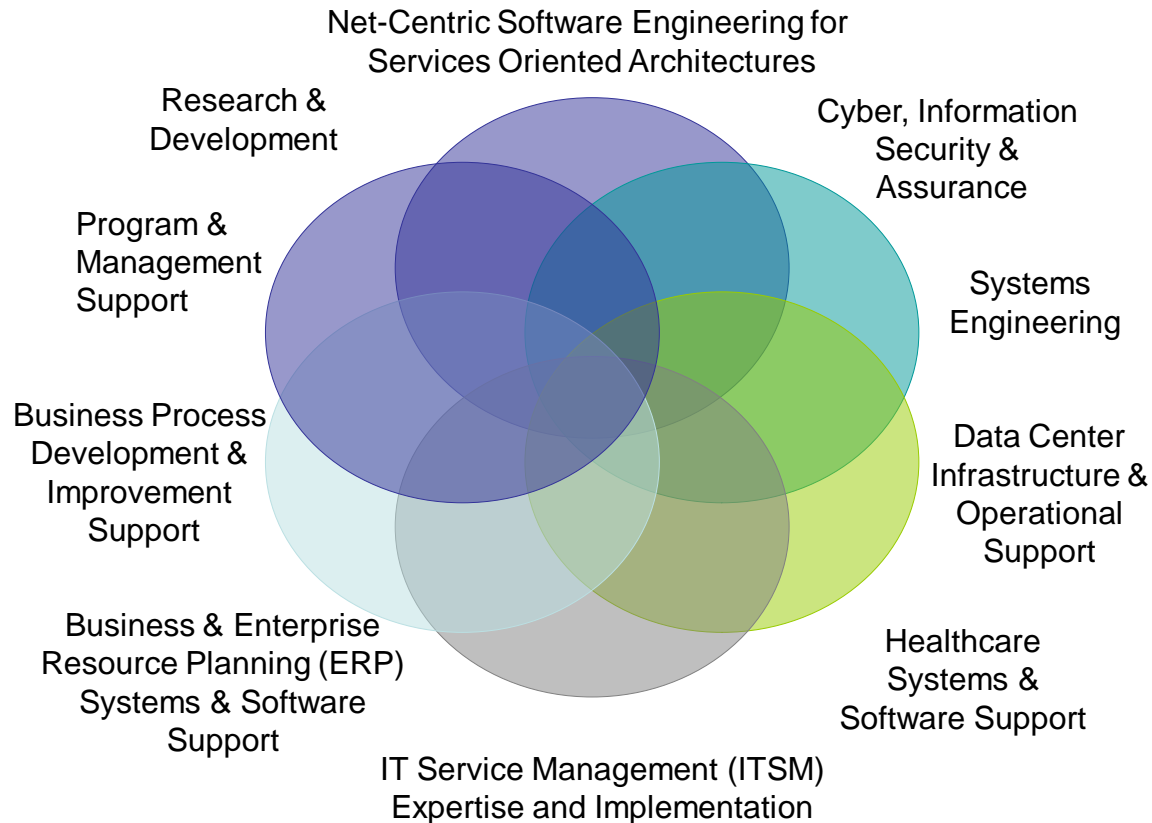
- ❖ The Power to Choose
- ❖ Clarity of Purpose and Mission is Important with Lower Margins for Errors
- ❖ You must be able to *Differentiate* yourselves –Linchpin by Seth Godin and next with Mark Amtower



## ***BACKUP SLIDES***

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# CORPORATE SUMMARY



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# CUSTOMERS

## Customers

### **Space & Naval Warfare Systems**

#### **Command – Headquarters**

CIO Office, IA, IT Ops, NMCI, ERP  
Business Office

### **SPAWAR Systems Center Atlantic**

Enterprise Services, Maritime & Joint  
Command and Control Services Portfolios

### **SPAWAR Systems Center Pacific**

Navy Data Center support, Cyber Asset  
Reduction & Security, Business Process  
Improvement, and Software Systems  
Integration

... including IT services delivery for

- ❖ Office of the Chief of Naval Operations (OPNAV),
- ❖ Program Executive Offices (PEOs),
- ❖ SPAWAR Space Field Activity (SSFA),
- ❖ Naval Sea Systems Command (NAVSEA),
- ❖ Naval Air Systems Command (NAVAIR),
- ❖ Naval Supply Systems Command (NAVSUP),
- ❖ PEO Enterprise Information Systems (EIS),
- ❖ Office of Financial Operations (FMO),
- ❖ Navy Comptroller (NAVCOMPT),
- ❖ Office of Naval Research (ONR),
- ❖ Defense Information Systems Agency (DISA)
- ❖ Department of Veteran Affairs (VA),
- ❖ US Transportation Command (TRANSCOM),
- ❖ US Combatant Commands (COCOMS)

**... an emphasis on the US Navy within the Information Dominance Mission**



# CORE COMPETENCIES

## **SOA Architecture Support**

- ✦ SOA Certified Architects

## **Program / Project Management Support**

- ✦ PMI Certified Program Managers

## **Technical Engineering Support**

- ✦ SOA Portal Services Development
- ✦ Java Programming
- ✦ Data Services Environments
- ✦ Enterprise Architecture Design and Engineering
- ✦ Data Center Infrastructure & Operations
- ✦ System Administration (Solaris, Linux, Windows)
- ✦ Software Development and Lifecycle Management
- ✦ Network Engineering and Management
- ✦ DADMS, DITPR-DoN, FAM and CARS policy experts
- ✦ NMCI Program Office support

## **IT Service Management Support**

- ✦ ITILv3 Expert Certified Engineers

## **Integrated Logistics Support**

- ✦ GCCS Support
- ✦ Navy ERP Support

## **Navy ERP Support**

- ✦ Financial Data Management
- ✦ Configuration Management
- ✦ SAP queries, extracts, and reporting

## **Security Engineering Support**

- ✦ IA Engineering
- ✦ Policy Development and Review
- ✦ CISSP certified personnel

## **Current Performance**

- ✦ SPAWAR HQ, LANT, PAC (Navy) ERP
- ✦ SPAWAR HQ & LANT IA Support
- ✦ SPAWAR HQ CIO Support
- ✦ SPAWAR HQ & PAC NMCI Services
- ✦ SSC-LANT RDT&E Services
- ✦ SSC-PAC Data Center Core Support
- ✦ DISA
- ✦ USTRANSCOM

**... Senior Engineering expertise providing a Single Point of Accountability for your IT projects by offering full-lifecycle support that meets your bottom line**



# INFORMATION TECHNOLOGIES

## **IT Infrastructure**

- ✦ LAN and WAN Network Architecture Design
- ✦ Network Engineering and Troubleshooting
- ✦ Network Operations and Maintenance
- ✦ System Engineering, Migration and Integration
- ✦ Information Assurance

## **IT Net Centric Environments**

- ✦ IT Service Management Implementation
- ✦ Service Oriented Architecture Design
- ✦ Portal System Design and Maintenance
- ✦ Collaborative Systems Architecture, Design, Installation and Maintenance
- ✦ Knowledge, Content, Profile Management
- ✦ Directory and PKI Services
- ✦ Authentication and Authorization Services

## **Information Assurance**

- ✦ Policy and Guidance
- ✦ Certified Ethical Hacker
- ✦ Certified Security Systems Instructor
- ✦ Certified Information Warfare Countermeasures
- ✦ Certified and fully qualified Navy Certification Agent and Validator

## **IT Software Applications**

- ✦ Architecture
- ✦ Development
- ✦ Testing
- ✦ Migration and Conversion
- ✦ Integration
- ✦ Maintenance and Support

## **IT Database Environments**

- ✦ RDBMS
  - Design
  - Management
  - Migration
  - Conversion
- ✦ SQL
  - Data Exchange, Development & Maintenance

## **IT Operating System Environments and Certifications**

- ✦ Installation – Maintenance – Script Writing – Security
- ✦ MCSE, RHCE, SCSSA, CCNA, CCNP, JNCIA
- ✦ Security+, CISSP certifications

**... a reliable partner assisting SPAWAR as a world-class provider of IT Solutions by targeting a High Value of Return on your investment**



# CONTRACTS

## Present Task Orders SeaPort-E

N00178-05-D-4620-NS02 Oct – 2010 - \$7M

N00178-05-D-4620-V701 July – 2010 – \$34M

N00178-05-D-4620-V703 July – 2010 - \$27M

## Task Orders SPAWAR

N66001-08-D-0078 Aug – 2008 - \$10M

## Past Performance

N65236-11-D-3843	subcontractor to L-3
N00178-07-D-5128	subcontractor to Kros-Wise
N65236-07-D-6868	subcontractor to SAIC
W91QUZ-06-D-0016	subcontractor to SAIC
N66001-06-D-0021	subcontract to SAIC
N00039-05-C-0063	subcontract to VPSI
N00178-05-D-4620	Seaport contract
N00178-04-D-4119	subcontract to SAIC
N65236-04-D-6842	subcontract to L-3 Titan
NBCH00-02-D-0037	subcontractor to Network Exchange
N65236-00-D-6603	subcontractor to Alutiq, Inc.
N65236-00-D-7812	subcontractor to Mandex, Inc

**...providing a 'One-Stop-Shop' for Technical Services enhancing responsiveness & teamwork with existing vehicles available for use**



# CONTACTS

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<b>Resources</b>	<b>Bob Bush, <a href="mailto:bbush@govsg.com">bbush@govsg.com</a>, 843.801.1029</b>
<b>Contracts</b>	<b>Alex Juncu, <a href="mailto:ajuncu@govsg.com">ajuncu@govsg.com</a>, 843.849.1969 x1005</b>
<b>Financial</b>	<b>Bill Grech, <a href="mailto:wgrech@govsg.com">wgrech@govsg.com</a>, 843.849.1969 x1001</b>

**... experienced group of Technology Professionals focusing on providing high quality, affordable IT solutions that add Immediate Value to your Business**