



Lakehurst Small Business Roundtable General Meeting

May/10/2016



Corporate Overview



- ❖ Owned by the Delaware Nation
- ❖ Headquartered in Oklahoma
- ❖ 300+ Employees and growing
- ❖ SDB Native American
- ❖ Tribally Owned 8(a) Certified
- ❖ HUBZone
- ❖ DoD Indian Incentive Program
- ❖ Delivering Services in 17 States
- ❖ DCAA Audited and Approved
- ❖ PMI Project Management
- ❖ ITIL Service Management
- ❖ ISO 9001:2000
- ❖ CMMI
- ❖ Agile
- ❖ Six Sigma
- ❖ GSA Schedule 70
- ❖ FAA eFAST MOA Holder
- ❖ Navy Seaport-e (All Zones)
- ❖ Navy SPAWAR Pillars



Special Programs



SBA's program features a price evaluation preference of 10% for the benefit of certified HUBZone firms in full and open competitive contract transactions.



The Indian Incentive Program provides a 5% rebate back to the prime contractor on the total amount subcontracted to an Indian-Owned Economic Enterprise or Indian Organization, in accordance with DFARS Clause 252.226-7001.



Customers



U.S. AIR FORCE



SPAWAR



DNITE Companies



Indigenous
Technologies

Small Business
and Tribal 8a



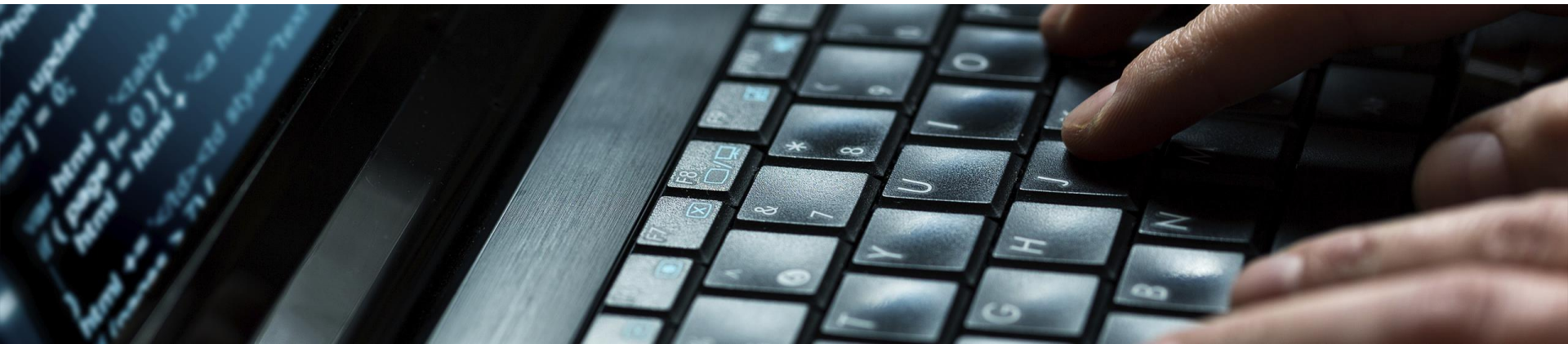
Consulting Services, Inc.

Small Business



Creative IT Solutions

Small Business
and HUBZone



Core Competencies



- ❖ Project and Program Management
- ❖ Network Engineering and Management
- ❖ Software Engineering, Development and Support
- ❖ Operations, Maintenance and IT Logistics
- ❖ Information Assurance
- ❖ Configuration Management
- ❖ Data Architecture and Management
- ❖ Managed IT Services, Outsourcing
- ❖ Engineering Support Services
- ❖ Systems Integration
- ❖ Strategic Sourcing Solutions
- ❖ Weapons Systems

Proven Prime Contractor



- ❖ DNITE companies currently primes 27+ DoD programs
- ❖ Excellent CPARS, supporting our claim of strong performance
- ❖ Proven Program Management
- ❖ Hire, Develop and Retain the best talent
- ❖ Unwavering Quality Management
- ❖ Seamless Transition Management
- ❖ DCAA Approved Accounting

No negative CPARS in all DNITE's companies history



Proven Program and Quality Management



DNITE's PMP Certified Program Managers provide a proven and effective Program Management approach governing personnel and resources that exceed customer expectations around both customer-facing and back office activities.



Standard to DNITE's approach to managing delivery performance, we develop, maintain, enforce and document a Quality Control Plan (QCP). The QCP ensures that the government receives the level of quality that meets or exceeds requirements. Our QMS incorporates industry best practices such as ISO, CMMI, ITIL and Six Sigma to manage services and drive continuous improvement.

Finding the Best Talent



DNITE's award winning Strategic Sourcing business unit allows us to afford Strategic Sourcing capabilities normally beyond the reach of small businesses. Using our proven process, we timely and economically fill our positions on new contracts (or modifications) with quality and relevant candidates. Furthermore, the service is a value offering to our strategic partners (Primes and Sub-Ks) and increase our competitive positioning.

Our Strategic Sourcing business today:

- ❖ Rich pipeline of highly qualified and pre-screened candidates to address today's technology demand
- ❖ Background checks and verification of security clearance status
- ❖ International recruiting capabilities with strategic partners operating in Europe, Asia, Africa and the Middle-East
- ❖ Clients include many large Federal Government services integrators

Hire, Develop and Retain the Best Talent



- ❖ Finding
 - Staffing Business Unit recognized by industry leaders
- ❖ Hiring
 - 100% incumbent retention in our last 27 transitions
 - FSO Security Clearance process
- ❖ Developing
 - Individual employee development plans
 - Succession Planning
 - Tuition Reimbursement Program
- ❖ Retaining
 - 98.7% measured employee retention
 - Corporate Retention Plan
- ❖ Compensation Management
 - Market compensation analysis
 - Performance recognition
- ❖ Comprehensive Benefits (Medical, Dental, Vision, 401K, UTO, STD, LTD...)



Seamless Transitions

One of the significant risks associated with any transition is ensuring continuity of service, combined with retaining critical institutional knowledge for a non-disruptive transfer of tasks and contract responsibilities. DNITE's proven transition plan establishes the framework, guidance and procedures, also ensures a smooth transition with no interruption of services for the customer. Results speak for themselves:

- ❖ All transitions on Time and Budget
- ❖ Transition Team provided at no additional cost to the Government
- ❖ 100% incumbent capture in the last 27 transitions and measured retention 3 years average is 98.7%
- ❖ No Service interruptions
- ❖ Evidentially supported high customer satisfaction

DNITE's repeatedly successful transition process delivers a low-risk transfer of task duties and activities from the incumbent contractor to DNITE, as we assume complete control, responsibility and accountability for work in-progress.

SBA 8a Program



- ❖ SBA 8(a) Program was created out of the Small Business Act
- ❖ CFR 121 Small Business Size Regulations
- ❖ CFR 124 SBA 8(a) Program Business Development/Small Disadvantaged Business Status Determinations
 - Tribe's special rules in the 8(a) Program
 - Threshold waiver



Tribally Owned 8a



Tribal 8(a) firms are entitled to unique privileges under applicable federal regulations. As defined by the SBA, the 8(a) contract vehicle is a flexible procurement technique that provides the highest level of customer control in a streamlined process saving time, work and cost during the procurement cycle.

- ❖ Tribal 8(a) firms are entitled to receive sole-source contracts of any value
- ❖ CFR Excludes tribally owned concerns from the dollar limits on amount of 8(a) contracts a participant may receive
- ❖ Tribal 8(a) firms offer the ability to combine multiple vendors' equipment and/or services into an integrated design build, and maintain solutions in a single procurement
- ❖ 8(a) sole-source contract awards may not be protested
- ❖ When determining the size of a firm owned by a tribe the SBA considers only the size of the tribal subsidiary at issue.

Tribally Owned 8a



- ❖ Multiple business units Tribal eligibility
 - Tribal entities are allowed by law to own multiple organizations of which might or might not be certified for SBA 8(a) status and program participation.
- ❖ Once a tribe is declared disadvantaged, it need not to re-certify
 - A tribally owned concern may own more than one participating entity in the 8(a) program as long as no two entities have the same primary SIC/NAICS code as it's primary business focus
 - SBA does not deem an individual involved in the management or daily business operations of a tribally owned concern to have used his or her individual eligibility



Establishing a Sole Source Contract



Steps to Establish a Sole Source Contract:

- ❖ Government decides to do a 8a Directed Award (Sole Source)
- ❖ Government completes forms and sends to Contracting
- ❖ Contracting contacts SBA with intent of award
- ❖ SBA validates status and contacts potential awardee
- ❖ Potential awardee accepts or refuses the award
- ❖ If accepted, the client is informed of acceptance
- ❖ Request For Price/Quote are received
- ❖ Proposal is developed and sent
- ❖ Negotiations and discussions follow as needed
- ❖ SIGNED CONTRACT !

Timeline can be as short as a couple of weeks

Why DNITE's Companies?



- ❖ Significant current/past performance on DoD contracts
- ❖ 98%+ personnel retention rate
- ❖ Seamless transitions with proven processes/procedures
- ❖ 100% incumbent capture on last 27 transitions
- ❖ Best Practices: PMI, ITIL, HDI, CMMI, Six Sigma, Agile, PMBOK
- ❖ Total management commitment to exceeding customer expectations
- ❖ DCAA Audited and Approved
- ❖ Competitive rates and strong financial structure
- ❖ Award winning staffing business unit

DNITE offers a customer-focused, cost effective and low risk approach with the depth and quality of support to meet our client's mission requirements.

Contact Us



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Our clients value reliability, strong performance and a trustworthy partner that places them first...and we proudly deliver.