



AAMCORE Inc.

**Capabilities Briefing**

**AAMCORE, Inc.**

**SDVO Company**



# AAMCORE Inc.

## Mission Statement

**Provide our partners with reliable, high-quality professional services at a reasonable price.**



# AAMCORE Inc.

## Technical Capabilities

### ***Providing Innovative Solutions . . .***

- **Business Process Improvement Services**
- **Construction/Engineering Management**
- **Consulting/Integration Services**
- **Critical Infrastructure Protection Planning/Assessment**
- **Logistics Support Services—Procurement Operations**
- **Configuration and Staging Operations**
- **Project/Program Management**
- **Technology Implementation**
- **Training/Exercise Support**
- **Financial/Audit Services**



# AAMCORE Inc.

## Business Process Improvement Services

- Combines industry expertise, process experience, and operations knowledge to perform critical business process improvement and Change Management functions.
- AAMCORE offers BPO services including information systems, human resources, finance/accounting, and other business functions in:
  - Front office analysis
  - Stakeholder Analysis
  - Financial Management and Operations
  - Back office services
  - Process Engineering

***BPO objective is to improve operations and improve ROI.***



# AAMCORE Inc.

## Construction/Engineering Services

- **AAMCORE provides comprehensive Construction/Engineering services.**
- **AAMCORE area of expertise:**
  - **OSD Budget Development, Analysis, and Support**
  - **Scheduling**
    - **Budget**
    - **Order/Lead Analysis**
    - **Staging**
  - **Quality Control**
  - **UFC Analysis and Compliance**
  - **Sub-contractor Scheduling**
  - **Financial Systems and Audits**

***Improve and enhance client functional operations.***



# AAMCORE Inc.

## Consulting/Integration Services

- **AAMCORE provides comprehensive IT/IS/KM consulting services.**
- **AAMCORE area of expertise:**
  - **Development of enterprise-wide information system strategies**
  - **Design and development of custom applications**
    - **Intelligence**
    - **Distance Learning**
    - **Security Operations**
  - **Systems integration**
  - **Best Management Practices (BMP)**
  - **Financial Systems and Audits**

***Improve and enhance client functional operations.***



# AAMCORE Inc.

## Logistics/Procurement Operations

- **AAMCORE provides comprehensive logistics/procurement support services to clients who lack adequate resources to accomplish their own logistics/procurement processes.**
- **AAMCORE expertise includes:**
  - **Sourcing and purchasing operations support**
  - **Distribution management**
  - **Stocking and provisioning expertise**
  - **Tracking and shipping**
  - **OEM and channel track sustainment programs**
  - **Property and Asset Management**

***Develop and implement lean logistics support services for our clients.***



# AAMCORE Inc.

## Configuration and Staging Operations

- **AAMCORE provides comprehensive a full service offering to support our clients configuration and staging needs.**
- **AAMCORE specializes in preparation of hardware and software support services for the end-user.**
- **Our services include:**
  - **Application loading and testing**
  - **Staging**
  - **Burn-in services**
  - **Redistribution**
  - **OEM Maintenance Shipping and Collection**
  - **Depot Repair coordination**

***Configure, test and install state of the art systems for our clients.***





# AAMCORE Inc.

## Program/Project Management Technology Implementation

- **AAMCORE provides expertise to support large scale IT/IS/KM programs.**
- **AAMCORE Program Managers provide our clients with:**
  - **Expert system knowledge**
  - **Systems and site requirements**
  - **Design program parameters**
  - **New system training requirements**
  - **Manage and control system costs**

***Our goal is to manage an entire technology roll-out in a multi-unit environment that is on schedule and within cost constraints.***



# AAMCORE Inc.

## Training/Exercise Support

- **AAMCORE provides training expertise to support large scale training support for Joint Forces/NATO/MACOM Training of deploying forces in support of the War on Terror.**
- **Provide necessary mentoring partners/scenario injection for various training requirements both in MRX/STX/FTX scenarios**
- **AAMCORE training managers can provide your organization with training solutions in all formats.**

***Our goal is to streamline the development and delivery of state of the art training that is exceptional cost effective, flexible and standardized.***



# AAMCORE Inc.

## Documentation

- **AAMCORE documentation experts draw on our operational knowledge as well as team functional expertise.**
- **AAMCORE works with our clients to develop a documentation program that meets our clients needs. Our program includes:**
  - **Reference guides**
  - **Manuals**
  - **Training guides and materials**
  - **Workbook and training exercises**
  - **Pull down help menus**
  - **Quick access guides**
  - **Roll-out project books to support the organization's requirements**

***Our goals is to develop products that are flexible and timely.***

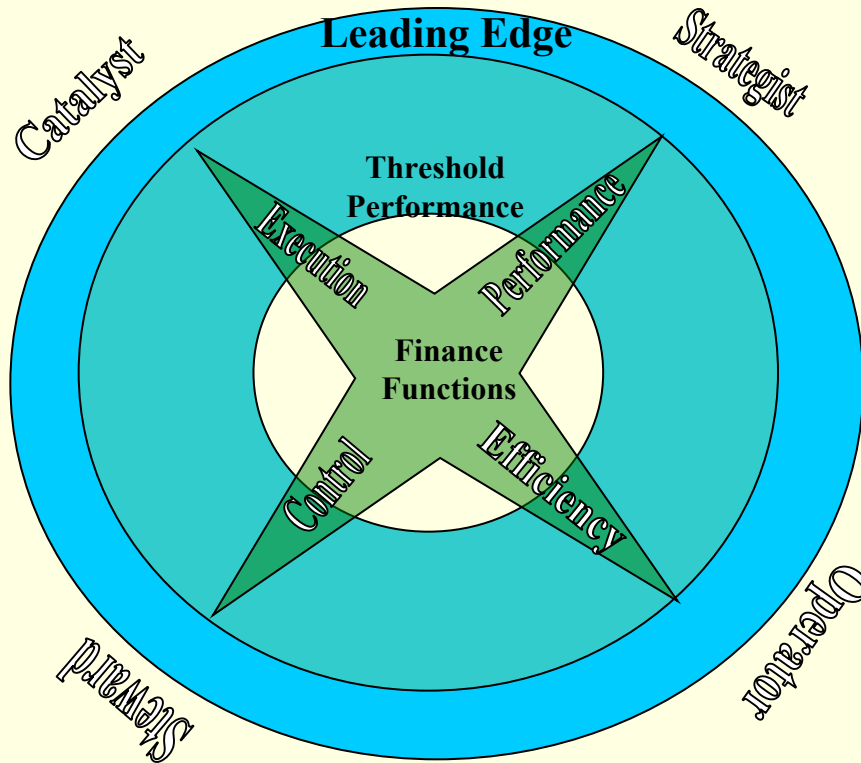


# AAMCORE Inc.

## Enhancing Government Performance Through Financial Systems Finance Functional Areas

Stimulate behaviors across the organization to achieve strategic and financial objectives.

Protect and preserve the assets of the organization.



Provide financial leadership in determining strategic business direction and align financial strategies

Balance capabilities, costs, and service levels to fulfill the finance organization's responsibilities.

*Financial Process Improvement objective is to enhance operations and improve value to organization.*



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## How we do it!



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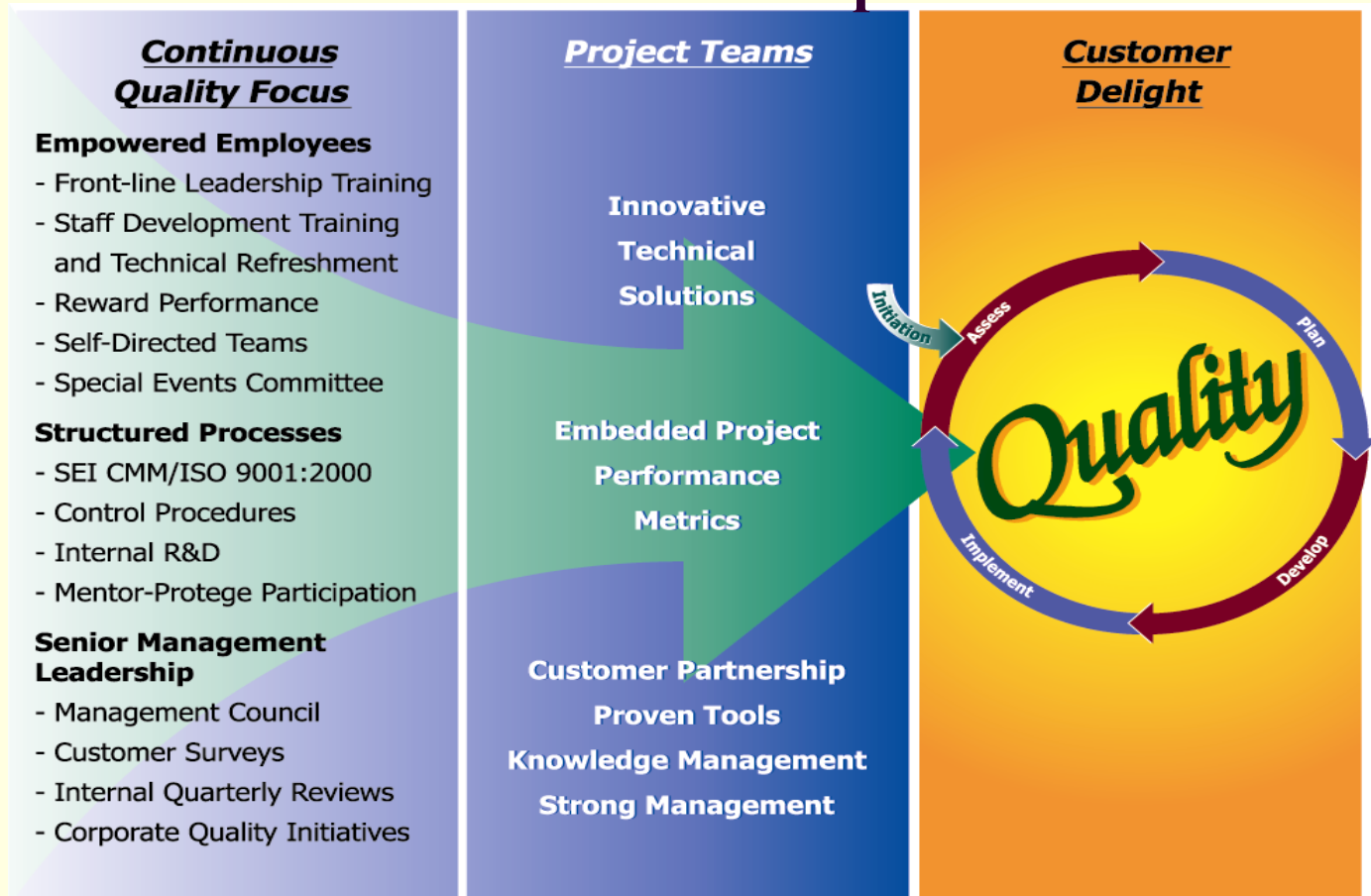
## Corporate Values

- **Delight the Customer!**
- **Empower AAMCORE Associates for Success**
- **Foster AAMCORE's Culture of Quality Entrepreneurial Spirit**
- **Leverage Technical Excellence and Forward-thinking Processes—Be Thought Leaders**
- **Promote Environmental and Community Consciousness**
- **Sustain Profitable Growth**



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## Continuous Process Improvement





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## Program/Project Execution

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### Authority:

- Contractual Authority
- Quality Control/Customer Satisfaction
- Direct Corporate Access
- Tone and Direction
- Technical Performance
- Hiring/Termination
- Subcontractor Management
- Purchasing
- Profit/Loss Responsibility

### Responsibilities:

- Communication with Customers and Management
- Project Projection and Staffing
- Approved Budget Spending
- Task Execution and Management
- Day-to-Day Operations
- Cost Control and Management
- Quality Control
- Deliverable Due Dates

***PM is Empowered and Accountable!***





# AAMCORE Inc.

## Personnel Recruitment: Incumbent Capture Plan

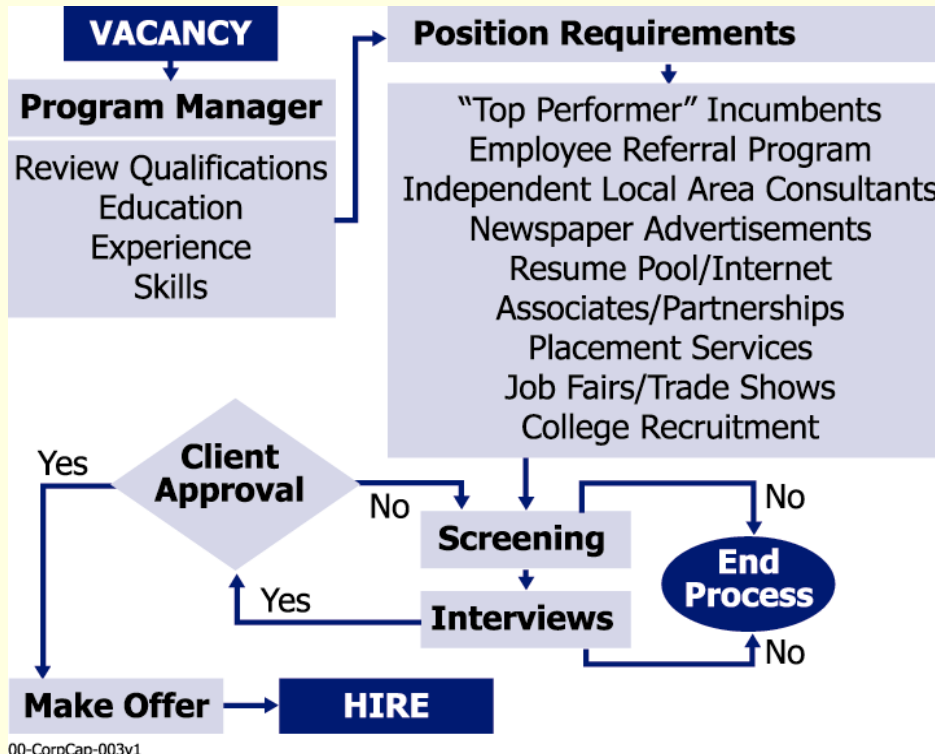
- **Two-Phased Approach**
  - **Phase I**
    - **Meet with Customer**
    - **Identify Skilled Incumbents**
  - **Phase II**
    - **Interview**
    - **Compare Benefits**
    - **Show Growth Potential**
    - **Obtain Commitment**
- **Company Reputation**
- **Engaged Executive Management**
- **Excellent Compensation Structure**
- **“Grandfather” Years of Service**

***Captured 100% of Client-Qualified Incumbents!***



# AAMCORE Inc.

## Recruitment and Retention Planning



***Working Hard for  
Full Staffing  
throughout Contract  
Lifecycle!***

- **Attracting Skilled Personnel**
- **Anticipate and Plan for Future Requirements**
- **Around the Clock In-House Incentivized Recruiters**
- **Applicant Tracking System (More than 1100 Resumes)**
- **Employee (or Incumbent) Referral Bonuses**
- **Cross-Train/Backfill Incumbents**
- **Internet/Intranet Job Listings**
- **Established Pre-Screened Database**
- **Agreements with Top Technical/Engineering Recruitment Firms**



# AAMCORE Inc.

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## **Who we are!**



# AAMCORE Inc.

- **Founded in 2003**
- **SDVO (certified) Company**
  - **Seaport-e Prime Contractor**
- **Support Centers:**
  - **Palm City, FL**
  - **Vienna, VA**
  - **Sandpoint, ID**
  - **San Diego, CA**
- **Construction/Engineering Management/Logistics/Financial Management/Training/Exercise Services for our customers**



AAMCORE Inc.

# Some Past Performance!



# AAMCORE Inc.

## *Past Performance Solutions*



- Conducted detailed security assessment of KIUC Electrical Facilities Infrastructure
- Developed comprehensive security plan for entire electrical grid
- Developed detailed SCADA Implementation Plan for Cooperative



- Provided on-site management
- Provided business development expertise
- Developed comprehensive capture plan
- Developed and maintained client relationship



- Provided Program Management and Technical Analysis for Exterior Attack Warning and Mass Notification (AW/MNS) System for a fully codified DOD Unified System
- Developed and installed Underwriters Laboratory (UL), Institute of Electrical Engineers (IEEE) and National Fire Protection Association (NFPA) Compliant notification system.
- Installed system at Forts Eustis, Story, Rucker, Bliss, Knox and Benning



# AAMCORE Inc.

## *Past Performance Solutions*



- Provided Wyoming Regional Office of the Bureau of Land Management with technical purchasing and delivery of AWAA C900 Compliant irrigation systems parts for various BLM stations.
- All parts including pipe and elastomeric gaskets met ASTM F77 and ANSI/NSF Standard 61 with NSF potable water seal.



- Provided Fish and Wild Life Service with technical purchasing and delivery of compliant AWWA C900 Pressure Class 150 domestic well parts for Lower Klamath NWR.
- All integral bells met ASTM F77 and ANS/NSF Standard 61 with NSF potable water seal.



- Provided NAVFAC SW with inventory services and supplies to conduct a comprehensive Personal Property Inventory and Reconciliation of Accountable Personal Property, Capital Assets, and Non-Capital Assets as identified in a current Inventory Report for each named location within the NAVFAC Southwest AOR.
- Provided extensive support to NAVFAC SW Commitment correction activities.



# AAMCORE Inc.

## *Past Performance Solutions*



- Provided Puget Sound Naval Shipyard Construction and Project Management Support.
- Leading the effort on over \$610M in new construction projects for the Command.
- Provide Long Range Planning, Project Management, Scheduling and Quality Control for over 120 projects in the Command Area.



- Supported over 15 Major Training events for units deploying in support of Global War on Terror (GWOT) deploying to Iraq and Afghanistan

- Units supported included various U.S.M.C. and U.S. Army units ranging from Combat to Combat Support and Combat Service Support Organizations.

- Units included Battalion Operations through Regional Command Organizations.

- Supported FTX, STX, MRX, and Major Warfighter Exercises.

- Served as both observer controller and mentor roles for supported units aviation and logistics support operations.







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## Summary



# AAMCORE Inc.

## Key Points

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- Value added discriminators
- Our commitment
- More information

***We Leverage Available Technology to Produce  
“More for Less”***



# AAMCORE Inc.

## “Value-Added” Discriminators

- **A Culture that Attracts and Retains Talented People**
  - **Well-Defined Employee Goals and Objectives**
  - **Reward Performance**
- **A Customer-Driven Management Team**
  - **Responsive Leadership**
  - **Superior-Quality Deliverables**
  - **Cost Controls**
- **Our Commitment to Exceed Customer Expectations**
  - **“Outstanding” and “Highly Favorable” Past Performance Ratings**
  - **Performance-Based Excellence**

***We Leverage Available Technology to Produce  
“More for Less”***



# AAMCORE Inc.

## Our Commitment

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- *AAMCORE realizes we have both a legal and moral obligation to each of our customers. Our obligations are taken seriously and you have the assurance that every employee of AAMCORE — from the CEO through every level within the company — is personally committed to ensure all of our work meets your total satisfaction and is conducted in accord with the highest ethical standards. Our objective is to “**Delight Our Customers**” at every opportunity.*

- **Quality Service**
- **Retention of Skilled Resources**
- **Understanding the Needs of Clients**
- **Maintaining Frequent and Effective Communications**
- **Application of Innovative Technologies and Methods**
- **Working in Full Partnership With You**



# AAMCORE Inc.

## For More Information...

### ■ *Contact...*

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***AAMCORE Inc.***  
***SDVO Firm***