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## View Teaming Request Details



**Requestor:** Thomas Swindell  
**Company Name:** AAMCORE Inc.  
**Contract:** N00178-08-D-5312  
  
**Request Status:** Approved  
**Date Updated:** 7/29/2010 9:40 PM  
**Date Submitted:** 7/29/2010 4:46 PM  
  
**Team Member Name:** K-MAR Industries, Inc  
**Existing SeaPort-e Prime:** No  
**Address:** 10401 Boney Ave, Ste BE  
**City:** D'Iberville  
**State:** MS  
**Zip Code:** 39540-4865  
**CAGE Code:** 0CER2  
**DUNS:** 189394414  
  
**EPOC Name:** Butch Matheson  
**EPOC E-mail:** butch@kmar.com  
**EPOC Phone Number:** 808-864-8232  
**Alternate EPOC Name:** Ron Benne  
**Alternate EPOC E-mail:** rjb@kmar.com  
**Alternate EPOC Phone Number:** 228-374-1945

**Large Business:** No  
**Small Business:** Yes  
**Small Disadvantaged Business:** No  
**Woman Owned Business:** No  
**Hub Zone Representation:** No  
**Veteran Small Business:** Yes  
**Service Disabled Veteran Owned:** No  
**Emerging Small Business:** No  
**8(a) Program:** No

**Technical Capability:** 1. Please provide a company overview, using the following example as a guideline.

#### Company Description

K-MAR Industries, Inc. (KMI) is a highly qualified, veteran owned, small business concern, with extensive hands-on experience in Visual Information/Multimedia Services and Training Support Center Services. Since its inception in 1987, K-MAR Industries, Inc. has specialized in producing customized multimedia solutions that meet our customer's unique requirements. We help our customer's "think outside the box," enabling them to move beyond traditional methods of training and communication.

Through a powerful combination of highly-skilled people, proven processes and industry-leading automation technology, KMI has established itself as the leading provider of Visual Information/Multimedia services. With the use of today's multimedia tools, our products and services can drive the message home more effectively than ever before. We deliver hard-hitting dynamic multimedia products and services to our customers.

KMI has superior ratings from prior and existing contracts. As a matter of fact, KMI is presently performing Visual Information/Multimedia Services at ten (10) Department of Defense facilities. For the US Air Force, KMI is presently performing at Keesler, Lackland, and Tinker Air Force Bases. For the US Army KMI provides Training Support Center/VI services at Fort Rucker, Fort Dix, Fort Knox (x2), Fort Sill, Fort Benning and The Presidio of Monterey. In addition, we have extensive hands-on experience in Electronic Weather Equipment Maintenance.

In addition, KMI has two GSA contract schedules under the Advertising and Integrated Marketing Solutions, SINS number 541-3, 5411-4B and 541-1000. Under these contracts we are able to provide our customers website design, maintenance services and video production.

K-MAR Industries Inc, (KMI) corporate office is cleared at the TOP SECRET Level and staffed with a Facility Security Officer (FSO). Our security administration process is fully electronic, which expedites the personnel clearance process using the Joint Personnel Adjudication System (JPAS) and the e-Qip on line application process.

2. Please provide credential descriptions from your Table A, using the following example as a guideline.

#### Credential Description

Contract #: FA3010-09-C-0003

Client: US Air Force, Keesler AFB, MS

Zones Covered: 4

Functional Areas: 3.12, 3.21.1, 3.22

KMI has been providing Visual Information/Multimedia Services to Keesler AFB customers since 1992. We perform all tasks under the Visual Information umbrella to include location, studio, alert and medical photography. Our photographers have been significant contributors to the Keesler Newspaper receiving numerous AETC Command Level and Air Force Level Awards. Being one of the largest full-service multimedia contracts in the Air Force, KMI develops and produces unique one-of-a-kind graphics, from simple Vu-graphs to complex Military Fine Art to complex models and devices used for training purposes at Keesler AFB. Our Graphics Art department has set the standard for the Air Education & Training Command for Publication Art according to publishers at Maxwell AFB, AL for the past six years. KMI has a full time Graphic Illustrator assigned to work with the 81 TRSS Instructional Technology Unit, TSUI for the purpose of developing and producing IMI and Air Force Qualification Training Packages. Our

Illustrator assists in integrating text, sound, graphics, still photos and full motion video into a digital interactive multimedia program or an Air Force Qualification Training Package (QTP). They also render custom computer graphics, drawings, including three-dimensional (3D) designs and 3D animation and simulation. KMI implemented the Distant Learning Complex at Keesler, and was responsible for obtaining the information that lead to the purchase of the "Smart Board." The use of this technology has saved the Air Force thousands of dollars in training costs. Our innovative forward thinking helps to benefit our customers, as we work to develop and implement new technology. Our television department performs a full range of tasks to include scripting, narrating, directing and producing simple video documentation to full productions. Our capabilities and experience operating analog as well as digital television equipment have proven to be invaluable as we transition from analog to digital. We take pride in the fact that we are vigilant and remain current on ever-evolving television standards. We maintain the commander's cable access television channel at Keesler on a twenty-four hour, seven day a week basis. Our television department produces a monthly Public Affairs news magazine that is shown on the commander's access channel as well as the internet. We operate an Interactive Video Teletraining (IVT) Complex as well as operating 3 Video Teleconferencing facilities on base to include 2AF that will be going secure in the next few months. Our Engineer ensures broadcast signals from both satellite and T1 lines are being received at their optimum rate. In addition, our engineer ensures that audiovisual equipment is in good working order, repairing and providing preventative maintenance when necessary. For this contract, KMI has purchased and provided approximately \$750,000 of contractor furnished equipment, including film processors, computers, plotters, cameras, copiers, and printers in support of the contract. We provide presentation and public address support to base personnel for events such as Special Olympics and base Open Houses. We establish and maintain control of the loan and use of Government Furnished Property. These items include televisions, videocassette recorders/players, digital projection equipment, slide and opaque projectors, and camera equipment. Our Air Force certified equipment custodian maintains the government equipment, inventory and accountability utilizing the CA/CARL listing. We maintain a multimedia library. Our customer service is of the highest level and beyond compare. We utilize a KMI developed automated work order-tracking program that allows us up to the minute status of any work order. In addition we utilize another KMI developed automated Management Program that allows us to track costs and production.

#### Credential Description

Contract #: FA8101-10-M-0002

Client: US Air Force, Tinker AFB, OK

Zones Covered: 5

Functional Areas: 3.12, 3.21.1, 3.22

KMI is performing subcontractor duties under this contract to DenMar Services Inc. Visual Information Services is performed at Tinker AFB, OK we assist in the management and staff to operate and maintain Photography, Graphics, Television and VTC sections. We perform location, studio, and alert photography in black and white prints, color prints and slides. Graphics Art are largely computer based graphics: however, conventional illustrations, vu-graphs, certificates are produced in addition to a wide range of signs, charts, posters, briefing booklets, book covers and wall mounted charts. Our television department performs a full range of tasks to include scripting, narrating, directing and producing simple video documentation to full productions. Our capabilities and experience operating analog as well as digital television

equipment have proven to be invaluable as we transition from analog to digital. We take pride in the fact that we are vigilant and remain current on ever-evolving television standards.

#### Credential Description

Contract #: FA3047-05-C-0011

Client: US Air Force, Lackland AFB, TX

Zones Covered: 4

Functional Areas: 3.12, 3.21.1, 3.22

K-MAR Industries, Inc. is providing subcontractor duties to DenMar Services, Inc. We provide a full range of visual information services to Lackland AFB including multimedia support to satellite operations.

KMI operates the visual information center at Lackland AFB where customers are provided multimedia services that include graphic arts services (including self-help graphics), photographic services, multimedia library services, and equipment maintenance and repair services. In addition, we provide multimedia systems administration services supporting the multimedia center network and the Commander's Access Channel at Lackland AFB. We also provide advice and assistance to all customers on current multimedia information, materials, methods, equipment and facilities available to users.

#### Credential Description

Contract #: W9124L-09-C-0003

Client: US Army, Fort Sill, OK

Zones Covered: 5

Functional Areas: 3.12, 3.21.1, 3.22

We perform a full range of Visual Information/Multimedia Services, such as Photography, Graphics Art and Television. KMI performs location and studio photography in black and white, color prints and slides. Our graphics art section produces briefing charts, wall charts, and status boards with overlays for both computer and hard copy presentations. Signs and posters are produced using hand or machine lettering. Our illustrators design and produce posters to the specifications of the customer. KMI provides 2-D Display Art services to include design, illustration, layout, image transfer, and assembly of special purpose displays. KMI also provides 3-D Display Art services to include design, layout, assembly, construction, or fabrication of 3-D special displays. We produce Publication Pages to include brochures, pamphlets, invitations, and business cards. Our illustrators consider the theme, the type of audience, and prepare rough sketches to portray the general idea in the recommended style and manner of artistic presentation necessary to portray the customers intended message.

In addition to the full range of Visual Information Services addressed above, the Devices Section fabricate training aids, devices, simulators and simulations (TADSS), exhibits, displays mock-ups, and a wide range of Graphical Firing Tables (GFTs), Graphical Site Tables (GSTs) and Graphical Munitions Effects Tables (GMETs) for the U. S. Army Field Artillery. We provide detailed design and fabrication of two and three-dimensional TADSS designed to represent operational equipment, components, procedures or processes. This section is also responsible for repair, refurbishment and modification of existing and fabricated TADSS, displays, exhibits and instructional support items, to include podiums, platforms and work surfaces.

In the Logistical Support Section, we provide for acquisition, storage, safeguarding and disposition of TADSS and VI products and equipment, to include, but not limited to: property control-

receipting for loan, hand-receipt updating, requirements determination and issue of Graphic Training Aids (GTAs); warehousing, loaning, and maintenance of training aids, dummies, and Multiple Integrated Laser Engagement System (MILES) equipment; instructional services (instruction in the operation and operator's maintenance of equipment); operation of a media loan library; and providing for fielding of new systems. We loan and issue TADSS and VI products and equipment which includes televisions, videocassette recorders/players, digital projection equipment, slide and opaque projectors, camera equipment, sound and sound mixing systems and some automated data processing equipment.

We developed and maintain an interactive, informational website for the Fort Sill Training Service Center (TSC) on the Fort Sill IntraNet. This website provides information regarding TSC operational policies and procedures, hours of operation, department physical locations/maps, various catalogs featuring GTAs, TADSS and items available for loan and issue. Also, the website provides for online submission of work orders requesting TSC services.

#### Credential Description

Contract #: W9124D-09-C-0013

Client: US Army Fort Knox, KY

Zones Covered: 5

Functional Areas: 3.3, 3.4

KMI manages and operates the Devices Section at Fort Knox which fabricates training aids, devices, simulators and simulations (TADSS), exhibits, displays and mock-ups. This contract award was under the A-76 process for the TRADOC Army Command. We provide detailed and final design and fabrication of two and three-dimensional TADSS designed to represent operational equipment, components, procedures or processes. We design and fabricate scaled replicas of land, road and water terrain. The Devices Section is also responsible for repair, refurbishment and modification of existing and fabricated TADSS, displays, exhibits and instructional support items, to include podiums, platforms and work surfaces.

We provide for the acquisition, storage, safeguarding and disposition of TADSS products and equipment, to include, but not limited to: property control-receipting for loan, hand-receipt updating, requirements determination and issue of Graphic Training Aids (GTAs); warehousing, loaning, and maintenance of training aids, dummies, and Multiple Integrated Laser Engagement System (MILES) equipment; instructional services (instruction in the operation and operator's maintenance of equipment). The Fort Knox Training Support Center is the primary hand receipt holder for a 7 state regional property book of over 600 sub-hand receipts of training devices and other property that totals over \$175 million dollars. Our proprietary software allows for up to the minute viewing and management of all the item records, their hand receipt history and other pertinent data. The Fort Knox Training Support Center is an Army wide fabrication facility for training weapons and other devices. During the 5 years of operation at Fort Knox, KMI has initiated process improvements in the urethane casting of mock weapons. Our current production method, using machined aluminum molding and an improved urethane chemistry has yielded a 75% decrease in demold times. In addition through the Fort Knox contract, KMI was awarded an additional contract for the fabrication of 2,000 improvised exploding devices (IEDs) to be used for training purposes. One of the biggest threats to soldiers who are deployed in Iraq and Afghanistan is home-made bombs remotely detonated by

terrorists. Eighty percent of the U.S. casualties sustained in Operation Iraqi Freedom were as a result of IEDs. Even more challenging is the speed in which the terrorists adapt to new and different threats. The Army has been responding to this threat by offering more realistic training IEDs to help prepare soldiers, sailors, airmen and Marines when they go in harm's way. The simulations provide training in approaching, identifying, transiting, processing, handling and disposing of IEDs. KMI accomplished this immediate production request from the Army and delivered the requested 2,000 devices in 120 days.

Credential Description

Contract #: W9124N-08-C-0001

Client: Defense Language Institute, The Presidio of Monterey

Zones Covered: 6

Functional Areas: 3.22

KMI provides all personnel, management, supervision, equipment, tools, supplies, materials, transportation, necessary to provide Audio-Visual products and services for U.S.A.G. and DLIFLC. KMI provides digital still photography services for studio and location photography and urgent copy, processing, printing, and other miscellaneous still photography support.

KMI provides live video recording of events to include but are not limited to ceremonies, guest speakers and training. KMI personnel perform editing, scripting, designing and building of sets, they select, direct and coach talent, select the appropriate analog and/or digital audio and video media, stock materials and use the required GFE (Government-Furnished Equipment) to support the production. We record and edit productions using one or more sources, and edit into a finished product. In addition we provide for the audio recording, sequencing of slides and tone (control) track.

KMI provides duplication services from audio and video recordings and data disks to media to include, but not limited to, cassettes, 7-inch open-reel tape, CD, DVD and Digital Audio Tape (DAT). Duplication numbers are approximately 500,000 annually.

KMI provides loan and issue support to authorized customers on a first come first serve basis, some equipment that may be loaned are projectors, podiums, and portable sound systems.

KMI personnel maintain Government Furnished equipment located within the work centers and other Government-owned Audio-Visual equipment used throughout U.S.A.G. and DLIFLC. Our technicians provide advice, research, and recommendations that are solicited from various customers at U.S.A.G. and DLIFLC in regards to Audio-Visual services and equipment.

We provide video and audio support services for presentations, such as projection and sound reinforcement both indoors and outdoors.

Credential Description

Contract #: W911S1-09-C-0014

Client: US Army Fort Dix, NJ

Zones Covered: 1

Functional Areas: 3.12, 3.21.1, 3.22

Training Support Services at Fort Dix, NJ work includes furnishing the entire management and staff to operate and maintain the Training Service Center. Location and studio photography in black and white, color prints and slides are produced. Since the Army has gone to a digital format for their official promotion package, we are able to capture an image and provide the customer with a



digital print utilizing a FUJI Pictography 4000 within moments after the image has been captured. Our Graphic Arts section produces computer illustrations in addition to a wide range of signs, charts, posters, briefing booklets and freehand sketches. As a matter of fact we received National level recognition for the graphic work we performed during the Kosovo Crisis. Over 4,000 refugees were processed through Fort Dix, NJ. We provided graphic support to the village set-ups on Fort Dix, in both English and Albanian. We are especially proud of this because we did it during our transition and mobilization period of the contract with no additional cost the government. We operate the Training Set Fire Observation (TSFO). Our instructors are certified to train on this piece of equipment. We teach all aspects for indirect fire procedures from skill level one through skill level four. We perform warehousing, scheduling and maintenance for MILES and TADS equipment. We establish and maintain control of the loan and use of Government Furnished Property. We established a Property Administration Plan to include a complete property control system identifying the protection, accountability, preservation and control of the property. This is the first time that a contractor property book has been considered the official property book of record.

**Tasking:**

KMAR will support AAMCORE in the areas of MSS and Analysis Support. KMAR is an extremely proficient and highly skilled company that produces exceptional simulations for field training.

**Functional Areas:**

- 3.3 Modeling, Simulation, Stimulation, and Analysis Support
- 3.4 Prototyping, Pre-Production, Model-Making, and Fabrication Support
- 3.12 Information System (IS) Development, Information Assurance (IA), and Information Technology (IT) Support
- 3.21.1 Clerical and Administrative Support
- 3.22 -Public Affairs and Multimedia Support

**Subcontracting Goal:**

KMAR is a small veteran owned business.

**Past Performance:**

- Contract No. FA3010-09-C-0003
- Period of Performance 1 Mar 09 – 30 Sep 11
- Contract value \$3.2M
- Contract type FFP
- Was your company Prime or Sub? Prime
- Command that issued contract AETC
- Brief description of SOW services provided (optional) KMI provides a full service multimedia facility at Keesler AFB, MS. KMI provides television production, photography, graphics, presentation support, loan and issue, duplication and Video Teleconferencing support.
- Customer POC's name, address, phone no, email address Joel Van Nice, Base Multimedia Manager  
81 TRW/PA, Keesler AFB, MS 39534  
228-377-2793  
joelvannice@keesler.af.mil
- Contract No. W911S1-09-C-0014
- Period of Performance 1 Oct 09 – 30 Sep 14
- Contract value 4.5M
- Contract type FFP
- Was your company Prime or Sub? Prime
- Command that issued contract TRADOC
- Brief description of SOW services provided (optional) KMI provides the entire management and staff to operate and maintain the Training Service Center. Services include photography, graphics, operating the Training Set Fire Observation. They perform warehousing, scheduling and maintenance for MILES and TADSS equipment.

- Customer POC's name, address, phone no, email address Bob Stodnick  
Bldg 5411, 1st and Alabama Ave  
Fort Dix, NJ 08640  
609-562-4988  
robert.j.stodnick@us.army.mil

- Contract No. W9124N-08-C-0001  
- Period of Performance 1 Feb 08 – 30 Sep 13  
- Contract value \$3.4M  
- Contract type FFP  
- Was your company Prime or Sub? Prime  
- Command that issued contract ACA Southern Region  
- Brief description of SOW services provided (optional) KMI provides all personnel, management, supervision, equipment, tools, supplies, materials, transportation, and any other items and services necessary to provide Audio-Visual products and services for U.S.A.G. and DLIFLC, to include; (1) Still photography products and services  
(2) Video products and services, (3) Audio products and services, (4) Media Duplication (5) Equipment Loans, (6) Electronic maintenance and services, and (7) Technical Support  
- Customer POC's name, address, phone no, email address Jim Oteri  
Audio-Visual Services  
DPTMS, Building 418  
Presidio of Monterey, CA 93944  
831-242-5191  
james.a.oteri@us.army.mil

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