



EdgeWorks, Inc.

Capabilities Briefing

February 14, 2012



Agenda

- Introductions
- EdgeWorks, Inc. History
- Leadership
- Corporate Philosophy
- Core Competencies
- Clients
- Potential Synergies
- Contract Vehicles
- Next Steps
- Q&A/Contact



EdgeWorks, Inc. History

- Founded in 2001
- Veteran-Owned Small Business (VOSB)
- Mission Focused
 - Evolved from Handheld Voting Apps Development to Government Contracting after 9/11
- Customers Supported
 - DHS
 - DOD
 - Intelligence Community
 - Others
- Partnered with Numerous Companies in Win/Win Approaches
- Headquarters in Washington, DC Metro Area
 - Loudoun County





EdgeWorks, Inc. Leadership

- President & CEO
 - Mike Farley, MBA/PMP
 - BD & Market Penetration into DHS & Intel Community
 - Market Segments
 - Commercial (IT/Internet & Telecom)
 - USN
 - US Army
 - Intelligence Background
 - Government Consulting
 - TS/SCI/CI Poly Clearances





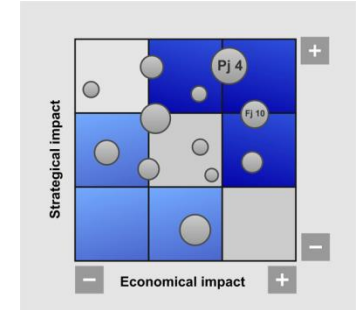
EdgeWorks, Inc. Corporate Philosophy

- We treat others as we like to be treated.
- We believe that win-win situations for all parties involved in transactions can be achieved by creative thinking and development of “outside the box” approaches to business opportunities, and that “a rising tide raises all ships”.
- Value-add approaches are a base foundation and emphasis on mission execution that enables our customers’ success is our number one priority. We maximize our success in this realm by being results-oriented and creatively overcoming obstacles to our customers’ success.



EdgeWorks, Inc. Core Competencies

- Strategy Formulation & Execution
- Portfolio/Program/Project Management
- Business Case & Financial Development & Analysis
- Business Process Re-engineering
- I.T. Systems Integration & Consolidation
- Crisis Management/COOP/COG
- Cybersecurity





EdgeWorks, Inc. Clients

Customer	Contract	Prime	Scope
U.S. Treasury OCIO Departmental Offices	Treasury Communications System (TCS) [\$10B/10 yrs.]	TRW/ Northrop Grumman	Project Management, BD, Risk Mitigation, Application Development Coordination, Capabilities Up-selling & Upgrading
DHS OCIO	IT Budgetary Support	IBM/ Resolvit Resources	Development of Consolidated Exhibit 300; Tiger Teams to Agencies; COOP/COG Standup for DHS Chief of Staff; Authored Cyber/I.T. Security Section of E300—approved on first review cycle
DHS Information Sharing & Collaboration Office (ISCO)	DHS I&A	SAIC	As-Is, To-Be, Business Case Development and Analysis of Policy, IT, and Processes across DHS and the Federal, State, Local, Tribal, and International Governments
USMC	USMC	SAIC	Documentation of IT Systems
U.S. Treasury OCIO Departmental Offices	Treasury OCIO	HP/ SolarCore	HSPD-12/Smartcard SME Support, Coordination Across Federal Government Enabled PIV-1 Compliance per Mandate On-time & Within Budget
U.S. Army-PEO EIS/PM AcqBusiness	PM AcqBiz	Savantage/ VizorNet	PMO Support Activities; Acquisition and Rapid SW Prototyping/Development
Office of the Director of National Intelligence (ODNI)/Business Transformation Office (BTO)	BTO	Northrop Grumman/ TASC/ K2 Solutions	Program Management Support; Developed Full Life Cycle Program Management Approach including Portfolio Management, Business Case & Analysis, Control Gates, Divestiture; Primary Liaison to ODNI OCFO
NGA/HD/Vision Integration Team (VIT)/ Disaster Strategic Initiative (DSI)	NGA HD	Korn/Ferry Government Solutions	Developed BD/Marketing Plan for DSI; Advised SIS's in Change Management; Business Plan Development

➤ **Partners/Affiliations**

- o NGMS, NGIT, IBM, HP, CACI International, Inc., SAIC, Korn/Ferry Government, Strategos, & Others



Potential Synergies—Why EdgeWorks?

The Need

- Strategy
- Portfolio Management
- Business Case Development
- Analysis
- Cleared Personnel
- Mission Critical Urgent Crises



The Differentiators

- Best Practices: EdgeWorks is Co-authoring PMI PfM Standards
- Shaping Industry Best Practices
- Partnering Approach Yields Wide Variety of Options
- Nimble & Agile; Thinking Outside the Box is the Norm
- Familiarity with IC, DOD, DHS, Other
- Cleared Personnel



EdgeWorks, Inc. Contract Vehicles

- Partnering Approach
 - SDVOSBs
 - WOSBs
 - 8(a)s
 - Fortune 50 Conglomerates



- Access to Numerous Contract Vehicles
 - ✓ DHS
 - ✓ IC
 - ✓ DOD
 - ✓ Other

Next Steps

Exchange of Ideas

Synergies

Partnering/Other

• Capabilities & Needs Exchange/ Assessment

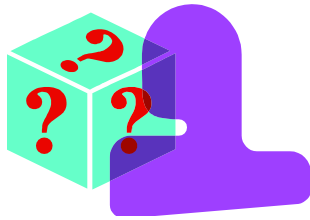
• Establish Win-Win Approach

- Sign NDAs
- Discuss Opportunities
- Share Objectives & Goals
- Target Opportunities
- Partnering Agreement or Subk

Long-Term Win-Win Partnership



Q&A/Contact



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Back-up Slides



Why Portfolio Management?

- Maximization of Project Investment Value
 - Allocation of Resources to Maximize Portfolio Value in Terms of Objectives
 - ROI, Likelihood of Success, Etc.
- Balance
 - Achieve & Maintain a Balance of Projects in Terms of Determined Parameters
 - Various Technologies
 - High-risk Long Shots vs. Lower-risk Sure Bets
 - Various Project Types
 - New Products/Capabilities, Improvements, Cost Reductions, Research, Etc.
- Strategic Alignment
 - Ensure Portfolio is Aligned & Reiteratively Re-aligned to the Organization's Strategy

Portfolio Management—Framework

Leader's Vision



Executives' Strategy



Portfolio Management

- As Is/To Be Gap Analysis
- Qualitative Analysis
- Quantitative Analysis




Business Case Analysis

Portfolio
Manager



Portfolio Management--Methodology

- **Strategic (Qualitative)** 


- Produce Project Portfolio Aligned with Strategic Direction
- Result in Excellent Value Projects
- Delivers Portfolio with Right Number of Projects, with No Gridlock, & Project Completion Tends to be on Schedule
- Understood by Senior Management, User Friendly, Conducive to Decision Making

- **Bubble Diagrams/Portfolio Maps** 

- Produce Project Portfolio Aligned with Strategic Direction

- **Scoring Models** 

- Produce Portfolios with High-value Projects
- Result in Well-Balanced Portfolios

- **Financial (Quantitative)** 

- May Not Capture Key Elements of Situation & Decision
- Generally Not Used to Make Go/Kill Decisions

