Gray Matters Technology Services
Corporate Capabilities Overview

SBA 8(a) Certified ❖ MDOT DBE/MBE Certified
8a Stars II GWAC & GSA IT 70 Schedule
EDWOSB & WOSB Certified
ISO 20000:2001 ❖ CMMI Level 3 Dev 1.3; CMMI Level 3-Services 1.3 Certified

Presented by:
Gray Matters Tech Svcs, LLC
11721 Woodmore Road
Suite 140
Bowie, Maryland 20721
301.383.1376 Corporate
240.206.8796 Fax

POC: Barbara A. Gray, CEO
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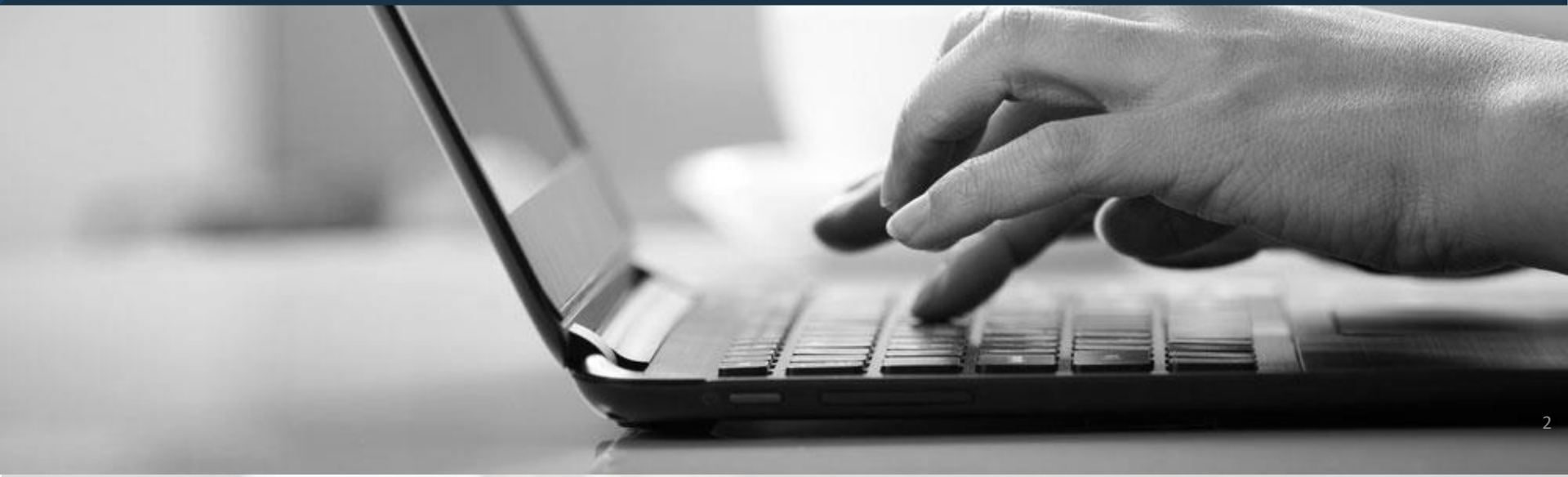
Cage Code: 4VUH8
EIN# 65-126-0945

Other Office locations
4601 North Fairfax Drive, Suite 1200
Arlington, VA 22203

Atlanta
3333 Piedmont, Suite 500
Atlanta, GA 30308

Corporate Management



Ms. Barbara A. Gray, President / CEO

- ***M.S.,*** Information Technology
- PMP, ITIL, CPCM, SE, SD Certified
- Certified Contracts Management Professional
- 30 Years of Hands-On Federal Government IT Experience
- Enterprise Architect/Security Specialist
- CIO-Review Magazine Award **July 2017** *Technology Solutions Award*
- Minority Enterprise Association (MEA) *Technical Business Executive Award*- **August 2018, 2019**
- National Contract Management Association**, NCMA**
- Women in Public Policy**, DHS (WIPP)**
- 100% Woman Owned Small Business
- Business Acumen; with specialized technical skills
- Certified CISSP
- Risk Management Framework- Comprehensive Communicator and task execution assurance
- Technical Experience in Software, Cybersecurity, and Database Administration and Reporting (SQL)

GRAY MATTERS TECHNOLOGY SERVICES
Project Organization Chart

WHEN TECHNOLOGY BECOMES BLACK AND WHITE
graymatters
technology services

Faith Dillon
Office Mgr.

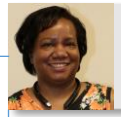
Philip C. Katner
Solutions Architect

Lisha Gabriel
Executive
Sr. Cost Analyst/Mgr.

Steve Graber
CPA, Finance Dept.

William Cooper
Sr. Capture Mgr.

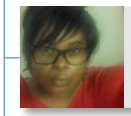
Alexis Muse
Contracts Mgr.
Info Specialist


Wendy Houston
Project Director

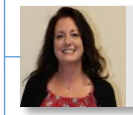
Brad McKimens
Sr. Program Mgr.

Edward Wilson
Sr. Program Mgr.

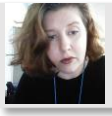
Elizabeth Dechant
Accounting/
Bookkeeper


Iraolyn Humphreys
Proposal
Developer/TO Mgr.

LaVida Mason
Proposal
Compliance/
Auxiliary Support


Roxann Thompson
Project Mgr.

Gerald Tracy
Subject Matter
Expert-HHS Health
Mgmt.


Mary Piccone
PMP, Lead

Swapon Das
Certified Quality
Mgr.

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Why Buy from Gray Matters?

EXPERIENCE

- GMTS is a small business contractor that has over ***19 years of Federal Business Experience***
- **President/CEO has over 30 years *of hands on experience* in Information Technology** working for various large companies over her career; Military Experience (Veteran); and holds a Masters Certificate in Government Contract Management from Villanova University.
- Proven business acumen & critical banking relationship (**Line of Credit-** with regular increases based on new business establishment and strategic goals. The firm has excellent banking relationships.
- Successful track record as a small business; no mishaps with contracts or personnel delivery to new or existing contracts.
- Highly t*echnical and experienced Staff* ***(50+ FTEs)***
- A firm that understands the importance of timely contract deliverables.
- Proven and advanced communication and written skill-sets.

PARTNERSHIP

- GMTS is an Immediate Impact, cost effective small business. We forge strategic mutually beneficial partnerships with our government stakeholders.
- We understand how to work with various customers to ***build critical relationships*** using a positive and proactive approach.
- **Relationship Managers-** We are not just another government contractor; build technical relationship through assist our government client to negotiate the political landscape necessary to implement secure platforms.
- We Implement real proof of concept secure technology.

Why Buy from Gray Matters? (cont.)

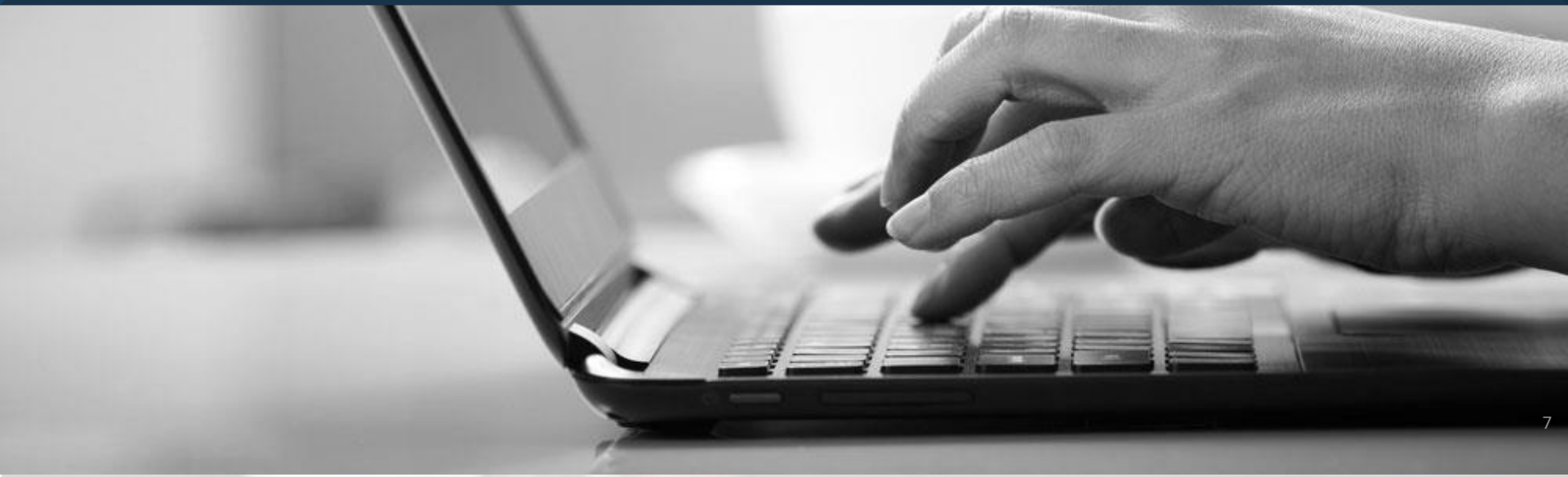
KNOWLEDGE

- Key knowledge of various government agencies and staff in-place to effectively negotiate any technical or program tasks initiatives.
- ***Extensive contract management knowledge*** that spans more than 20 years, with knowledge of:
  - Contract Funding Status Reporting
  - FAR Compliance- Fixed Price, Cost Plus, Time & Material Contracts
  - Political Challenges associated with contract implementation

DISCIPLINE

- Agile company, with proven methodology to get tasks accomplished quickly
- Cost Effective- Small Agile Business Units, designed to get the job done and not make a career from just billing; but we provide real innovation as government contract allows.
- Agile and Agile sAFE Methodology
- Software Development Life-Cycle (SDLC)
- CMMI Level 3 CMMI Level 3 SVCS & ISO 20000: 2001 Certifications; Pending- ***ISO 270001***
- Just in Time Staffing Capability- Assigned the right staff members as required by the contract within 15 days of contract award
- Certified Documentum SME's, Solution Architects, PMP, ITIL, Agile SAFe, SQL, MCSE, MCP's and Scrum Masters; Acquisitions DAWIA Level II's and III's, Certified Contract Managers
- IBM JAZZ Collaboration Experts- Performance Measurement/Metrics. We measure our success on an ongoing basis.

Corporate Certifications and Contract Vehicles



Corporate Systems, Certifications, and Clearances

- ***SBA 8(a)*** Certified, Graduation- 12/2023
- Woman-Owned Small Business (***WOSB***)
- Economically Disadvantaged Woman-Owned Small Business (***EDWOSB***)
- Veteran-Owned Small Business (***VOSB***)
- MDOT DBE/MBE Certified

- 1408 Audit Approved*
- Approved Purchasing System
- Current FPRA, FPRR, and Approved Billing Rates
- Acceptable Estimating System

- CMMI Dev *Level III; CMMI Svcs Level III* ***Certified***
- ISO ***20000:2001 Certified***

- Facility Security Clearance –Top Secret
  - (Government Distribution Only)

Disadvantaged Business Enterprise

Minority Business Enterprise

Acquisition Strategies

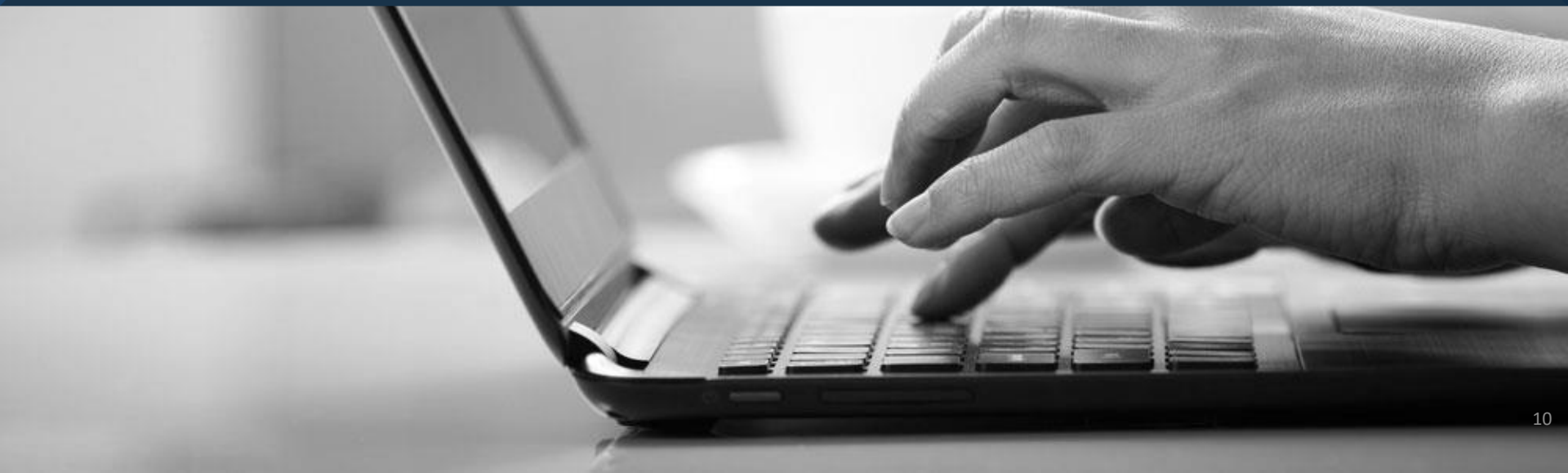
Contract Vehicles

- **Prime-GSA 8(a) STARS II (GS00Q176WD2087) Best-in-Class GWAC Constellations 1 and 2 (Functional Areas 1,2,3,4) Awarded**
- **8(a) Sole Source Awards**- Immediate awards up to $4 Million Dollars with **Simplified Acquisition up to $150K**
- **EDWOSB Sole Source**
- **GSA-IT *70 Schedule* (*GS-35F-290CA) SIN 132-51***
- **NIH CIO-SP3** – *Subcontractor*
- **NASA SEWP V** - *Subcontractor*

Current Contract Types we support

- **Cost Plus Fixed Fee**
- **Time & Materials**
- **IDIQ-Task Orders**
- **IDIQ- Labor Hour CLIN's**
- **Firm Fixed Price with incentive**
- **Fixed Labor Hour**

Core Capabilities with *Proven Past Performance*



GMTS Core Capabilities

Gray Matters Technology Services, LLC (GMTS) provides Information Technology (IT) solutions for its federal government customers and has established a solid history of providing tailored solutions to complex business challenges such as Cloud, Web Applications, Cloud (AWS, AZURE), Data modernization, enterprise IT support services, Security Package/Authorization (Risk Management Framework).

Our Proven Capabilities include:

- Program Management Support
- Cyber Security (Vulnerability, Assessment, and Penetration Testing) Authority to Operate
- AWS and Azure Cloud Solutions Services
- Peer Monitoring & Logistics Support
- Configuration Management, & IV&V
- Documentum IT Expertise
- Risk Management Framework
    - Authority to Operate
    - Certification & Accreditation
- Enterprise IT Support Services
- Agile Software and Database Development (Documentum, Oracle, Share-point, SQL)
- Tools: Ervin, Nessus, BurpSuite, WebInspect, JAWS 508 compliance, OpenFisma, Primivera, IBM JAZZ Collaboration, Doors, JIRA, Risk
- Program Performance Evaluation & Analysis
- Data Validation and Best Practices/ Performance Assessments
- Acquisitions Strategy/Technical Evaluation/Pre-Post Award Development
- Contract Management/Quality Oversight & Audit Reporting (***DAWIA Level II & III's)***
- Configuration Management
- Quality Assurance, Quality Control, IV&V
- Systems Engineering/Administration

GMTS Key Technical Team Certifications Subject Matter Experts

Personnel	Technology Experience	Title	Certification	Government Contract Experience
Barbara A. Gray M.S. Information Technology	Enterprise & Solutions Architect; Security Expert	Technical Contract Monitor	CPCM, ITIL, PMP	25 Years support DOD, Navy, DoS, USDA, DHS, FYSB-ACF, HHS
Gregory Horton Bachelors of Science, Computer Science	Cloud, Cyber, Mobile Solutions	Applications Architect	CIO Certified- George Washington University	USDA-FSA; DHS-CBP 2 Years; Commerical- 10 Yrs.
Thomas Peter M.S. Computer Science	Data Migration; Modernization; Data Center Planning	Sr. Executive Program Manager	PMP	20 Years Supporting DOD, DHS, Navy Commerical- 9 Yrs.
Philip C. Katner B.S. Computer Science	Application, Web, Cloud Solutions	Solutions Architect	ITIL, Scrum Master	20 Years Supporting DOS; USDA-FSA
Girisha Shivamurthy Master' Degree Info Mgmt.	Documentum, Subject Matter Expert	Subject Matter Expert- Documentum	DocIT Certified	10 Years of IRS Experience
Donna Whitfield M.S. Business Adm.	Acquisitions Level III-DAWIA	Contracts Manager & Administrator	CPCF, PMP	25 Years Supporting DOD; DOS; USDA
Edward (Tony) Wilson Bachelor's Degree	Program Management Expert	Sr. Program Manager	PMP, ITIL	30 Years of DOL, DoD Experience

Our Strategic Alliances

In addition to working with various organizations our team has negotiated strategic alliances with:

Industry Partners:

- *Zolon Tech, Inc., Herndon, Virginia*
- *DKW Communications, Inc.*
- *Delottie*
- *SAIC*
- *Delta Resources, Inc.*
- *Cyber-Safe Solutions, Inc*
- *ASI Government Solutions, Washington, DC*
- *Soft-Con Enterprises, Inc.*
- *Mijoi & Associates, Inc.*
- *Netcorp, Inc.*

A few Major Contract Summaries

(New Contract)

U.S. Department of Education	Strategic Collections Systems Division
Contract	8a
Period of Performance:	6/17/2020-6/16/2023
Services Provided:	• Information Collections Services • Public Comment Harvesting/Public Regulations Agency; Federal Document Management System • Forms Design & Development; Daily Data collections
Strategic Collections System (SSC)	***Value: $1.33 (Million)***
Task Order 4	Information's Collections
Task Order 5	Forms Design and Implementation
	• Program Management Support • Web and Database Development • Logistics • AWS & Azure Cloud Solutions- RMF-Authority to Operate

Contracts

U.S. Department of Labor	**ETA/CM/QM/QC Value: *$14,747,000 (Million)***
Contract#1	1605DC-17-D-0002
Period of Performance:	8/19/2017 to 8/18/2022
Services Provided:	• Quality Assurance; Automation, Load, Performance Testing • Independent Verification & Validation • Configuration Management SW/HW

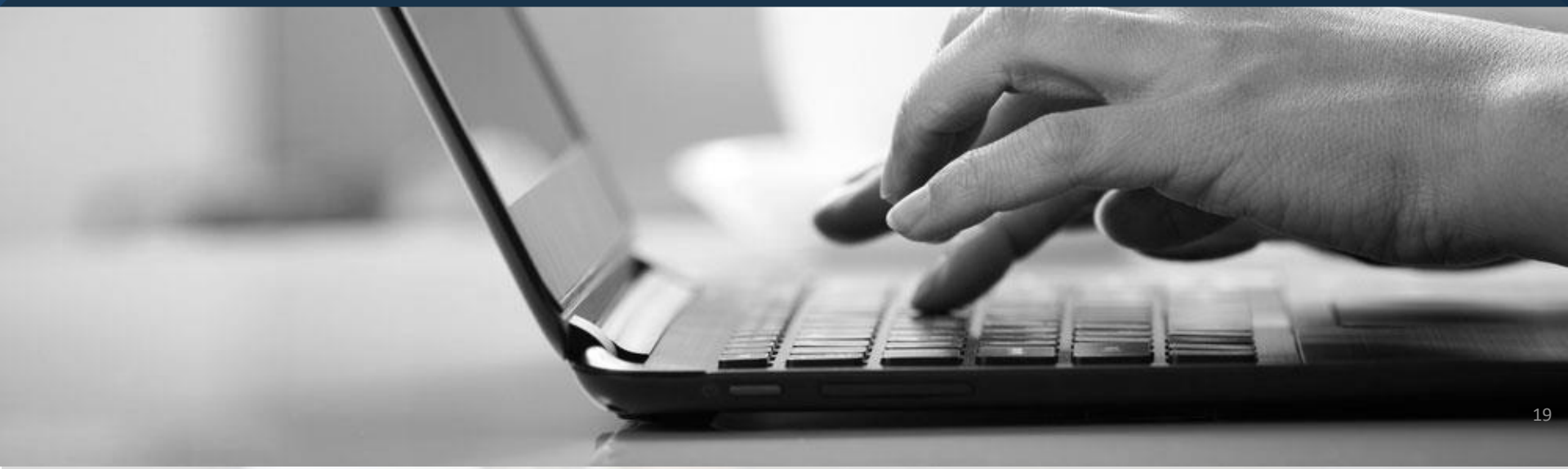
FYSB HHS ACF	**Peer Monitoring Logistics Support & Performance Management** ***Value: $5,100,000 (Million)***
Contract#2	HHSP233201800010C
Period of Performance:	4/22/2018 to 4/21/2021
Services Provided:	• Program Management Support • Public Health Services • Event & Conference Planning • Software and Database Development • Peer Monitoring Travel, Training & Logistics • AWS & Azure Cloud Solutions- RMF-Authority to Operate • Cyber Security-Vulnerability, Assessment, Compliance

Contracts (cont.)

U.S. Department of State, Bureau of Consular Affairs	**Administrative Management System** **Value: *$15,565,000 (Million)***
Contract#3	19AQMM18F3264
Period of Performance:	9/24/2018 to 9/23/2023
Services Provided:	• Software & Database Development using Agile Methodology • Performance Measurement/Program Management • Data Modernization; Agile SAFe; Agile

Internal Revenue Service Information Technology Services (ITS)	**Documentum Information Technology** **Value: *$1,300,000 (Million)***
Contract#4	TIRNO-17-C-00047 / SMART-203H5-19-F-00271
Period of Performance:	4/1/2019 to 3/31/2024
Services Provided:	• Documentum Subject Matter Expertise • Enterprise Software and Database Development • Database Administration • Hardware and Software Configurations • Desktop DOC-IT Customization • Cybersecurity-Authority to Operate ○ (Risk Management Framework)

Past Technical Experience



U.S. Navy, Director Acquisition Career Management (DACM)

Gray Matters Technology Services, LLC was awarded a base plus option two-year contract to support **U.S. Navy Director Acquisition Career Management (DACM)**

Period of Performance: September 24, 2017- September 23, 2020

Gray Matters Technology Services provided:

Professional Services

- Program Management
- Policy Analysis
- Communications Support- Branding, Marketing
- Web Content Management
- Data Analysis and Reporting Services
- Office Management/Receptionist Services
- Risk Management Framework (Governance)

U. S. Department of Education (SCC) *New*

Period of Performance: 6/17/2020- 6/16/2023

Tasks:
GMTS develops and generate reports using RISC and OIRA Consolidated Information System (ROCIS) to check for concluded Information Collections Requests
Produce Public Regulation Agency related status reports. Prepare a daily PRA Status Report, prepare a daily Regulatory Status Reports
Develop Performance Reports on harvested comments from various regulatory systems
Provide web application technical support for the PRA database, SharePoint websites, and;
Work as a liaison to address technical issues with other federal government systems (i.e. ROCIS, ICRAS, FDMS, and Regulations.gov)

Tools and Languages: Microsoft Dot.Net, SQL, Nessus, WebInspect, Bootscrap, JAVA, and Oracle

Department of State, Bureau of Consular Affairs Contract

Gray Matters Technology Services, LLC was awarded a base plus four option years contract to support the **U. *S. Department of State, Bureau of Consular Affairs (Prime)***

Period of Performance: September 2018 – September 2023

Gray Matters Technology Services provided:

Software & Database Development, Business Process Reengineering, Cyber Security Requirements Management, Application Development, Performance Assessment/Data Collection Reporting Services

- Agile Methodology - ***10 Years Experience at State***
- Application - Web, Software, and Database Development- 10 **Years**

GMTS original architects and current software and database developers created:

- Suite of Applications- Financial, Budget, Requisition, Legislative, Case Management, FS Vacancy, Acquisitions Support
- Agile & SDLC Software Development (Dot Net, Oracle, SQL Reporting Services)
- Life-Cycle Cost Estimation; IGCE's; Performance Work Statement Development/Quality Control
- Suite of Microsoft Dot. Net/C Sharp Applications
- Oracle Data Administration
- SQL Reporting Services
- Permissions & Role Based Applications
- Solar Winds- Systems Security Monitoring
- Virtual Server Setup/Redundancy/Helpdesk 16x7
- Risk Management Framework (Governance & Security, Threat, and Hunt Teams)

U.S. Department of Labor, OCIO- (OIST, OFLC, WIPS, UI) Contract

Gray Matters Technology Services, LLC was awarded a base plus four option year contract to support **U.S. Department of Labor OIST, OFLC, WIPS, and UI.**

Period of Performance: September 2017 - September 2021

Gray Matters Technology Services provided:

Configuration Management/Quality Assurance/Quality Control/IV&V

- Program Management
- Configuration Management- Hardware & Software
- Quality Assurance, Automation Testing (Katalon)
- Independent Verification and Validation (IV&V)
- Web Usability Testing & 508 Compliance Testing
- Performance & Load Testing
- Vulnerability and Assessment Testing
- Data warehouse Analysis and Reporting Services
- Security Assessments
- Risk Management Framework (Governance)

The National Organization on Disabilities (NOD)

Gray Matters Technology Services, LLC was awarded a base plus two option year contract to support the **National Organization on Disabilities (NOD)** to provide:

Gray Matters Technology Services provided:

Managed Services

- Equipment Refresh & IT Budget Support
- Disaster and Recovery Plan and Implementation
- Network and Cyber-Security Compliance
- FISMA
- NIST 800-53
- Desktop and Mobile Support Services
- Helpdesk Support
- Network Security, RDP, two factor authentication implementation

Harvard Maintenance, Inc.

Harvard Maintenance, Inc.- New York (*Commercial Client*)

Period of Performance: June 2013- Present (Remote IT Network Management)

Gray Matters Technology Services provided:

- ***Contract1 Name***: Enterprise Network Redesign/Helpdesk Support
- ***Contract2 Name***: Office Relocation/Network Transition Services- Ended 1/15/2015
- **Design Network with latest technology**
- Multiprotocol Label Switching (MPLS) – Cisco
  - (Redundancy configured, tested, implemented between New York City & Elk- Grove, ILL)
- Microsoft Exchange Migrations 2003- 2010 to 2013 with
- CAS Servers/Redundancy
- VM-Ware Virtual Severs configuration, test and Implementation
- Established Helpdesk Tier II and III Support Services
  - Trained Helpdesk Personnel
  - Established formal training to helpdesk staff with response policy and procedures
  - Remote IT Network Management
- **Operations & Maintenance-** Support main New York Office Hub with Ten Site Offices (VPN Tunnel Connections with various connectivity speeds)
- Procured all corporate hardware (Cisco, HP, Dell, Video/Teleconference Setup, Call Manager 9x, VMWare, Microsoft software licenses, software renewals, maintained service level agreements.
- Developed corporate equipment refresh budget for five years out
- Establish Business Continuity business practices and support
- Contingency Backup/Recovery Plan
- **Office Relocation** from Times Square to Wall Street- 430 Employees with desktops/laptops/mobile devices (iPhones, Blackberry, and iPads)
  - Relocated Corporate Sr. Management to Miami Florida Office with Remote IT Management Services

Department of Homeland Security

U.S. Department of Homeland Security-Prime Contractor

Period of Performance: April 2016- April 2018

Gray Matters Technology Services provided:

Professional Services

- IT Enterprise Architecture & Acquisitions Support
- Performance Assessment & Software Development
- Earn Value Measurement (EVM)
- Agile Software Development
- Develop Life-Cycle Cost Estimates for IT Initiatives/Acquisitions
- Develop Acquisitions Support Documentation
- Develop parts of required OMB Documentation
- Assist the government to analyze and qualify IT Portfolio Management
- Assist the government Acquisition Teams with developing and reviewing Technical Requirements (Section C) of the PWS, SOW, or develop SOO as required
- Develop Independent government cost estimates (IGCE's) using software/system inventory applying best practices.

U.S. Department of Agriculture

U.S. Department of Agriculture

Prime Contractor, Gray Matters Technology Services (8A Award)

Period of Performance - *Base plus two years* **Aug 2015 - July 2018**

Gray Matters Technology Services provided:

IT Enterprise Acquisition Support Services

- Level of Clearance- *Public Trust, Moderate*
- Performance Assessment for over $300B of IT Contracts
- Earned Value Measurement; Cost Estimation; Life Cycle Cost
- Develop IT Technology Requirements (Cloud, BPA's, Sole Source, Multiple IDIQ Awards)
- Develop Performance Work Statements, Statement of Work, Statement of Objectives for Large IDIQs, Sole Source, and other relative contract types.
- Developed a software app to capture all post award surveillance activities to further access contractor performance, budget compliance, and deliverables schedule.
  - ***Cloud Solution-*** Microsoft Azure; Integrated cloud hosting & migration tasks
  - Microsoft Dot Net with Oracle backend; build SQL reporting services
  - Bootstrap- full resolution for use with Mobile devices
- Budget capture process to align contracts with available funding
- Develop Independent Government Cost Estimates for Pre-Awards Package Development
- Certification and Accreditation Assistance/ ITAR Compliance

Department of State – Bureau of Consular Affairs

U. *S. Department of State,* Bureau of Consular Affairs *SQAMP070900 HITS Bridge (Subcontractor)*

CA's Controller's Office, CA Policy Office, General Services Division

Period of Performance November 2007 – May 2018

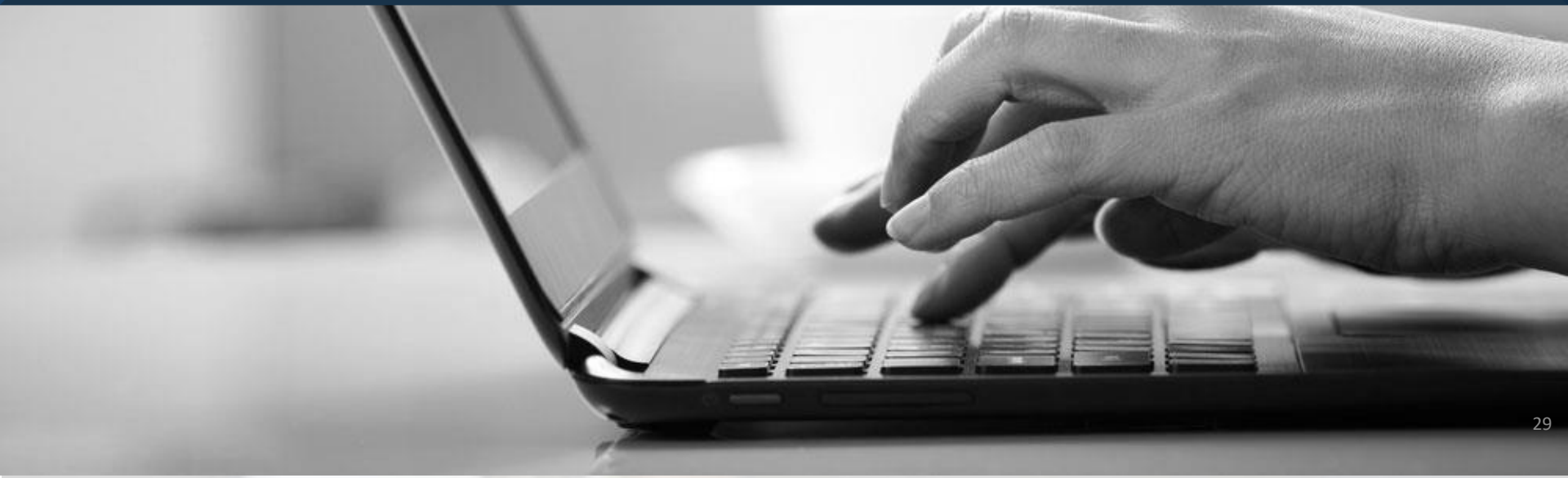
- Methodology - Agile
- Application - Web, Software, and Database Development- ***10 Years***

Gray Matters Technology Services provided:

Contract Monitoring and Auditing Services

- Augment government staff requirements
- Budget and Contracts Training Support
- Trend and Performance Assessments
- Software Development Microsoft Dot. Net/C Sharp Applications
- Oracle & SQL Backend Development
- Global Enterprise daily Download- *Data Cleansing*
- SQL Reporting Services- Dashboard Reports
- Workflow Design
- Permissions & Role Based Applications
- Risk Management Framework

CMMI-Based GMTS Best Practices



Program Management

From the onset of our projects, GMTS performs program management planning and execution at the onset of the contract through close-out. Not limited to the following, our team will:

- Conduct project Kick-Off Meeting (Provide a detail summary of meeting outcomes)
- Consult with Expert Advisory Panel (***EAP***)/Subject Matter Experts (SMEs) for alignment strategies/Guide ideas
- Develop ***Weekly and Monthly Progress Reports***
- Develop ***Quarterly Reports***
- Develop ***Subcontract Management Plan***
- Develop ***Communications Plan***
- **Create Management Metrics Progress Dashboard- Single Sign-On**
- Develop ***Risk Mitigation Plan*** - action item tracking and reporting
- Monthly Invoices/Funding Burn Reports
- ***End of project life-cycle contract close out***

Contract Management

PROJECT DASHBOARD OFFERING

Kick-Off Meeting Summary - 1.1	Requirements Development Sites - 2.1	Technical Briefings - 2.2	WebEx Team Collaboration
PWS,SOW, SOO - 1.2	CPIC Validation Plan - 3.2	Summary Validation Results - 4.1	Final List of Alignment Practices & Site Identification - 2.3
Life-Cycle Cost Estimation - 3.1	FITARA Framework - 5.2	Webinars (4) - 6.1	Meeting Notes - 4.1
Independent Government Cost Estimates (IGCEs) - 5.1	Acquisition Training (1)	Lessons Learned Data	Conferences (4)
Practice Special Discussions (2) (Virtual Community) - 6.3			

Back

Next

Quality Management

GMTS employs an **Enterprise Service Management Methodology (ESMM)** framework to accomplish and deliver tasks with accountability, governance, and transparency, while identifying opportunities for improvements in performance, timeliness and quality which allow us to:

- Identify and Implement Process Improvements
- Manage Quality Effectively
- Inform Government of New Approaches, Ideas, Innovations
- Develop and Manage Processes to Ensure Quality.
- Identify, Assess, Manage, and Report Risks
- Resolve Issues

Our repeatable CMMI, ITIL, ISO, and PMBOK processes consistently produce desired outputs and reduce incremental costs of O&M.

Process Control

Allow our clients to vet requirements so that they are fully understood and expectations managed from the Onset of the project.

Develop a system akin to tiers of evidence for each alignment practice. Practices for each site or agency might be coded for the type of work or compliance review conducted and the rigor of the evaluation performed by the GMTS Assessment Team

Develop a data portal to organize and store historical metrics data; Share-point and ShareFile secure portals.

Develop questions and codes to capture the developmental progression of each contract deliverable. Develop Metrics for current state, and past two years for comparison purposes.

Proven Outcomes

Differentiate best practices; Understand that different customers have varying levels of expertise and needs; GMTS is capable of augmenting technical or program management skill-sets at the Enterprise Level

Investigate the availability of existing research on alignment practices and the differing metrics used to assess a practice or a compliance area

Manage and validate data (Daily) Provide Trends and performance metrics on successful areas of various program initiatives, contract deliverables, or program success criteria.

Be flexible; Change with our customers; Mission changes as resources retire, assist with knowledge transfer; stand up success criteria for each area impacted by change

Thank You for Your Time

Questions and Answers

We look forward to hearing from you either now or in the immediate future.

When Technology Becomes ***Black*** & ***White***

"Gray Matters"

Points of Contact

Ms. Barbara A. Gray, President/CEO

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- ✓ 202-420-1767 Mobile

Ms. Alexis Muse, *Contracts Manager/Information Specialist*

- ✓ Amuse@graymatterstech.com
- ✓ 301-383-1376 Corporate
- ✓ 202-375-1217 Mobile

Ms. Iraolyn Humphreys, *Proposal Coordinator*

- ✓ 301-383-1376 Corporate
- ✓ 202-734-1439 Mobile

Our team of highly-trained professionals stand ready to provide a face-to-face capabilities briefing, or a one-on-one session with government program managers.

URL: www.graymatterstech.com