

Statement of Qualifications



KMCI is a U. S. Government Certified Small Business Company.



Capabilities

Strategy and Technology Consulting

Our focus is to provide innovative solutions using systems thinking and artificial intelligence to solve seemingly conflicting objectives and complex dynamic issues thus reducing uncertainty and helping to manage risks by architecting and implementing clear solutions.

Government Solutions

Prediction & Prevention: An Artificial Intelligence (AI) based architecture to predict terrorism related events and intercept intermediary events to prevent such an unfortunate final act. Prediction of social meltdown, riots by actively monitoring chain of events and thus taking action before the predicted event. Predicting large scale natural, manmade or accident events and taking actions to minimize negative effects using agent based technologies, probabilistic inference, belief and decision network, scenario planning, data-mining, weak signal theory, advanced data visualization and a host of other key technologies.

Rescue, Relief & Recovery: An Artificial Intelligence (AI) based architecture to plan and utilize current resources for Rescue, Relief and Recovery efforts if the disaster could not be prevented. This architecture utilizes AI for complex on the fly decision process based predefined goal oriented and rule based approach. New paths are generated with rapid evolution of constraints that are difficult to manage by humans under severe conditions.

Knowledge Management: True knowledge management in view of rapidly changing world economic dynamics where the rate of change is four or more times higher than domestic activities that is accelerating trade and budget deficit. This is a clear solution for economic security.

Cognitive Content V&V: Keeping the SDLC, ITIL, CORBIT and CMMI approaches in mind, KMCI has developed an unique Cognitive Model of Verification and Validation (V&V) of project implementation where, the V&V team collects the patterns of system interactions between multitude of DoD applications and processes and review these patterns using human SME's, multiple cognitive agents, and advanced COTS tools establishing key issues in a goal-oriented case basis to enhance the entire design and implementation process to support the Warfighter. The process is similar to NASA's Assertion-based IV&V Framework.

Cognitive Systems Engineering (CSE): provides a much broader, more dynamic framework than traditional human-computer interaction (HCI) and system design

models have proven too narrow to adequately assess user needs and to design usable and efficient computer-based information support systems. CSE takes modeling concepts from engineering, psychology, and cognitive science, information science, and computer science. This approach is concerned with the design of information systems for support of people in their actual work situation based on a systematic analysis of their cognitive tasks and their mental strategies. KMCI will assist in adding the value of incorporating human factors knowledge and expertise into the design process. The CSE approach is different from the traditional HCI approach having its focus on the human work interaction as mediated by a computer rather than on the human-computer interaction

Sense & Respond Logistics: Applying network-centric thinking to the domain of Logistics has yielded the major initiative labeled Sense and Respond Logistics. Sense and Respond Logistics (S&RL) is a broad and ambitious set of concepts that will result in enhanced military capability through DoD Logistics transformation. S&RL is a logistics system interwoven with network-centric operations and based upon highly adaptive, self-synchronizing, dynamically reconfigurable demand and supply networks that anticipate and stimulate actions to enhance capability or mitigate support shortfalls. KMCI's Artificial Intelligence Framework can enhance the existing S&RL with pro-active capabilities through the advanced technologies available within this Framework.

Global Information Grid (GIG): is defined as a "globally interconnected, end-to-end set of information capabilities for collecting, processing, storing, disseminating, and managing information on demand to Warfighters, policy makers, and support personnel." KMCI' Artificial Intelligence Framework will enable and enhance the DoD and S&RL program to comply with the GIG required use of commercial technologies in augmenting to meet the DoD's mission-critical user requirements.

Enterprise Information Management (EIM): An organized program to design, catalog, and safeguard all information assets - including content found in databases, transaction systems, data warehouses, documents, and rich media - to maximize their value, usefulness, accessibility, and security. – *Gartner Inc.*

EIM includes Workflow and Content Management. A content management system (CMS) such as a document management system (DMS) is a computer applications used to manage work flow needed to collaboratively create, edit, review, index, search, publish and archive various kinds of digital media and electronic text. CMS' are frequently used for storing, controlling, versioning, and publishing industry-specific documentation such as news articles, operators' & repair manuals, technical manuals, training manuals, rules and regulations. The content managed may include computer files, image media, audio files, video files, electronic documents, email and Web content. These concepts represent integrated and interdependent layers. KMCI takes this design in to a new level adding privacy, governance (as in SharePoint governance using Artificial Intelligence), security and collaboration to improve enterprise productivity and performance.

In Depth

Enterprise Information Management (a total solution)

<u>Data Acquisition</u> ERP Mail/ Email Documents SCADA Process Control External	<u>Data Integration</u> Business Rules Advanced Algorithm Data Transformation Application Integration (EAI) Data Extract, Transform, Load (ETL) Document Scanning Meta Tags	<u>Data Storage</u> Operation Data Store Data Warehouse Data Marts Transaction Database Metadata Storage Rules Database Content Repository
<u>Data Transaction</u> ERP Business Activity (rules, events) Business Intelligence Content Management Agent-based technology Advanced Reasoning & AI Data Mining	<u>Data Delivery</u> Collaboration Shared Application Application Integration Portal Publish/ Subscribe Search Monitor	<u>Data Consumption</u> Web Portal Email / SMS PDA Fax/ Printer Scenario Planning Reporting Data Visualization External Target (Data Out)

Command & Control: Command and control functions are performed through an arrangement of personnel, equipment, communications, facilities, and procedures employed by a government organization in planning, directing, coordinating, and controlling forces and operations in the accomplishment of the mission. KMCI has capability to provide enhanced solutions for applications such as the Air Mission Management, Airspace Management, and other mission capabilities, using advanced reasoning and agent-technologies based on Artificial Intelligence framework.

Infrastructure Solutions: KMCI has the capability to provide innovative Network Operations (NetOps), Infrastructure, and Service Oriented Architecture (SOA) implementation and transformation services and solutions to the United States AF (USAF) and Department of Defense (DoD) agencies using Artificial Intelligence based solutions and other state of the art commercial of the shelf (COTS) technologies for the sustainment of Air Force (AF) infrastructure and network operations, production, research and development, and Command, Control, Communications, Computers, Intelligence, Surveillance, Reconnaissance (C4ISR) mission capabilities. Through our teaming partners, our unparalleled expertise in basic infrastructure engineering (integrating technologies from partners such as Cisco, EMC, NetApp and VMware), combined with our SAP application expertise, including Mozhi, allows our

customer to realize the full potential of their infrastructure with minimal risk and reduced total cost.

Sample Artificial Intelligence Applications:

- Supply Chain Logistics and Intelligent Management
- Real-time response to global market changes
- Reduce or eliminate manual processes in the workflow
- Improved productivity on high-volume, labor-intensive operations
- Cost optimization and intelligent dynamic control of power production
- Counter- Terrorism where dots must be connected
- Credit Card Fraud detection and Intelligent Management in Banking
- Disaster Consequence Management
- Dynamic Pricing in a competitive environment using Competitive Intelligence
- e-Commerce fraud management
- Exception Based Underwriting for Insurance Industry
- Scenario Planning and Disaster Preparedness
- Healthcare Fraud and Operations Management
- Intelligent management of sales patterns and customer demographics
- Life time customer relationship management
- Reliability management of power grid in Utility environment
- Rule-based decision and Case Management
- Drug discovery using combinatorial chemistry

Private Sector Solutions:

Enterprise Architecture: Provide advanced solutions to Enterprise Information Management process for Government projects such as Medicaid for the State of Alaska, U.S. Air Force SharePoint Collaboration Technologies. Provided Enterprise Architecture to various private industries in Refinery, Chemical, Banking and Retail systems.

Enterprise Transformation: Provide innovative solutions to business transformation towards better competitive advantage. Provide new ideas to create new products, reduce cost of operation, improve customer sales and relations and improve stock market performance. This is achieved through a combination of business analysis, review of enterprise performance, organizational change management and business process reengineering.

Example: Same store retail sales (Sales:\$2 Billion) fell to a high of 26% and the stock fell since 1998. we were engaged in mid-1999 to analyze the trend, point of sales data that was used to provide valuable advice resulting in a turnaround.

Business Analysis and Competitive Intelligence: Provide innovative solutions through Business Analysis, and design Business and Competitive Intelligence including Management Dashboard for upper management to make high performance decisions.

Partner Solutions:

KMCI has partnered with a large number of software, hardware and IT services vendors to provide an optimum and cost effective solution for any type of needs.

SAIC: SAIC is a FORTUNE 500® scientific, engineering and technology applications company that uses its deep domain knowledge to solve problems of vital importance to the nation and the world, in national security, energy and the environment, critical infrastructure, and health. In the area of National Security, which is a major part of KMCI's development work, SAIC is a leading provider of scientific, engineering, systems integration and technical services and products to all branches of the U.S. military, agencies of the U.S. Department of Defense (DoD), the intelligence community, the U.S. Department of Homeland Security (DHS) and other U.S. Government civil agencies. KMCI, LLC has been fortunate to have had a working relationship with SAIC since 2002 and continues, currently, as a team member on SAIC's DoD IDIQ, Encore II, through DISA.

CITI: Creative Information Technology, Inc. (CITI) utilizes systems engineering and integration, biometrics, knowledge management, enterprise information sharing, and enterprise architecture in their program management for design, implementation, data migration, quality assurance, training and performance measurement services. Headquartered in Falls Church, VA, with a major office in Arlington, Virginia, enables CITI to better serve their primary clients - government agencies, such as the Department of State (DOS), Department of Labor (DOL), Department of Homeland Security (DHS), Department of Transportation (DOT), Environmental Protection Agency (EPA), and Department of Housing and Urban Development (HUD). CITI has received many awards and certifications– CMMI Level 3 and ISO 9001:2000 certifications and the Inc. 500, the American Council for Technology & Industry Advisory Council (ACT/IAC) "Top20" Excellence.Gov Award, and nominations such as the Department of State Small Business Contractor of the Year.

MGT of America: For three decades, the professionals at MGT have assisted state and local governments across the country in improving productivity, enhancing effectiveness, and increasing efficiency through comprehensive evaluation and planning. Our clients include state and local governments, school systems, and colleges and universities in 49 states and 15 foreign countries. From comprehensive reorganization efforts to specific program evaluations, MGT can help you operate more effectively and efficiently. MGT specializes in corrections, law enforcement, courts and court programs, public safety, State, Local government, K-12, and Higher Education. From the utilization of technology in the work environment to the evaluation of existing and planned facilities, we know how to make government work better.

Wharfedale Technologies: Wharfedale Technologies, Inc. (WFT) specializes in storage and SAP infrastructure solutions. Working closely with EMC, SAP and other large vendors, WFT provides services directly to some of the largest clients in the financial, pharmaceutical, manufacturing and entertainment industries, as well as key government agencies.

With extensive expertise in both the application (SAP & Oracle) and database (Oracle, SQL & DB2) environments and infrastructure (VMWare, UNIX, Windows, Networking, VoIP, Storage, and Cloud Computing) solutions, WFT works closely with our partners to develop and deliver solutions to clients in the financial, pharmaceutical, manufacturing, retail, distribution and entertainment industries, as well as key government agencies.

West Monroe Partners: West Monroe Partners is a North American full-service management consulting firm focused on guiding organizations through projects that fundamentally transform their business. With the experience to create the most ambitious visions as well as the skills to implement the

smallest details of our client's most critical projects, West Monroe Partners is a proven provider of growth and efficiency to large enterprises, as well as more nimble middle-market organizations.



Scopeland Software: One of the most innovative software that allows rapid development of code-free database applications even by non-programmers that can be used to test new ideas by engineers, market managers, new product development teams and business analysis teams. It's use is kept a secret by the users such as Siemens, so as not to provide competitors an advantage.



NEC: KMCI is a value added reseller for NEC products. NEC Solutions America provides state-of-the-art data and information management solutions customized to the unique needs of state and local law enforcement, jail, fire, emergency medical and justice organizations. By setting intelligent technology standards, NEC enables simple cross-agency and inter-jurisdictional data sharing and collaboration.



Panorama NovaView® provides an integrated suite of Analytics, Reporting, Dashboarding, Scorecarding and Visualization designed to work on top of any data source. Panorama NovaView gives more power to the advanced users, helps expand the reach of BI through innovative user interface and extends collaboration inside and outside the firewall. Panorama sold its OLAP technology to Microsoft in 1996, which was built into Microsoft OLAP Services and later SQL Server Analysis Services, an integrated component of the Microsoft SQL Server platform.



Agentis Software: Agentis technology traces its roots in solid research in Goal-Directed Agent theory at the Australian Artificial Intelligence Institute. Agentis solutions were initially developed for military and space applications that required complex, real-time decision-making capabilities for an unpredictable environment. KMCI is a value added reseller of Agentis Software. The Agentis Solution Suite is built upon a powerful new concept called Goal-Directed™ Agent technology. This technology allows businesses to migrate from static, hierarchical organizations to dynamic, intelligent distributed organizations, capable of addressing constantly changing business demands. Agentis enables rapid development and maintenance of enterprise applications that support a large number of variables and frequent occurrences of unpredictable external events.

KMCI experience includes the following categories:

Aerospace
Banking
Business Services
Capital Goods
Chemicals
Conglomerates
Construction
Consumer Durables
Diversified Financials
Drug and BioTechnology
Food and Drink
Food Markets
Government
Healthcare Services
Hotels, Restaurants & Leisure

Household and Personal Products
Insurance
Manufacturing
Materials
Media
Oil & Gas Operations
Pharmaceutical
Restaurant
Retailing
Semiconductors
Telecommunications
Transportation
Utilities

Past Clients, include but not limited to:

Automotive: Autoliv

Financial: J.P. Morgan Chase, JC Bradford (now Paine Webber), Bombardier Financial, Textainer Financial, Citigroup, Merrill Lynch, World Bank

Telecommunications: Allied Riser (now Cogent), Bell South Cellular, Broadwing, Global Crossing, NTT Docomo

Pharmaceutical: Astra Zeneca, Aventis, Proctor & Gamble, Incyte Genomics, Abbott Lab, Schering Plough, Bristol Meyer Squibb, Pfizer, Wyeth

Healthcare: HCA, Pediatric Physicians Alliance, Blue Cross & Blue Shield,

Restaurant: Cucos, Cactus Jack, Cracker Barrel

Retail: Bradleys, Service Merchandise, Just for Feet, Nordstrom, Stage, Starbuck, Ingram Micro, Barnes & Noble

Aerospace: NASA, Hercules, Boeing, Kaiser Aerospace

Government: Alcohol Tobacco & Firearm, State of Utah, State of Alaska, State of California, State of Alabama, State of Tennessee, US Army, U.S. dept of Energy, US Navy, Sandia National Lab, DOJ, State of Alabama, Center for Disease Control, US Air

Force, Social Services Administration, US Army, Department of State, Department of the Interior, Transportation Security Administration, FEMA, Peoples Republic of China, Republic of Uganda, Republic of Mexico

Manufacturing: American Standard, ABB, Air Products, Alcoa, Allergan, Amoco, Anheuser-Busch, Ashland Chemical, BoWater, Corning, Clorox, Brother International, Chevron, Digitronics, Honeywell, International Paper, Lexmark, NEC, Opto22, OC Tanner, Philips, PPG, Geneva Steel, General Chemical, Hoechst Celanese, Italsider(Italy), Intel, Johnson & Johnson, Jinzhou FerroAlloy(China), Shoudu Iron & Steel (China), NEC, Union Camp, Weyerhaeuser, Boise, National Semiconductor

Oil/Gas/Petrochemical: Aramco, Amoco, Chevron, Exxon, BASF, Equate Petrochemical, Rohm & Haas, Union Carbide, Phillips 66

Utilities: Montana Power, Utah Power (PG&E), Ministry of Power (China), Nepal Hydro, Co-generation (Green River)

Services: Lockheed Martin, UPS, FedEx, USPS

NAICS: 541512, 516110, 518210, 519190, 541330, 541360, 541511, 541513, 541519, 561320, 611420, 611430, 928120

Government Contract Vehicles:

ENCORE II: Since starting with out at Scott AFB with SAIC, in 2009, on the Enterprise Information Management (EIM), KMCI has been involved with the Encore II contract vehicle that provides technical solutions for the Department of Defense (DoD) in support of its migration to an integrated and interoperable Global Information Grid (GIG), as well as other federal agencies having similar Information Technology migration and integration needs. The Encore II contracts represent an ongoing expansion of the Defense Information System Agency's (DISA) Defense Enterprise Information Services (DEIS) I and DEIS II contracts, and Encore follow-on contracts.

STARS II: The 8(a) STARS II GWAC is designed to promote small business utilization when purchasing information technology (IT) services or IT services-based solutions& for the federal government. The 8(a) STARS II program is reserved exclusively for qualifying certified 8(a) small business concerns as the prime contractors per Federal Acquisition Regulation (FAR) 19.8. The evaluation of offers remaining in competition is ongoing. The contract awards are anticipated to occur by the end of May 2011 with notice to proceed following soon thereafter.

NETCENTS-2: The U.S. Air Force's Network Centric Solutions-2 (NETCENTS-2) contract consists of a collection of acquisitions that will replace the current NETCENTS contract vehicle with eight separate indefinite delivery, indefinite quantity (IDIQ) contracts. The total value of NETCENTS-2 is \$24+ billion over a seven-year period with the first awards expected in the first quarter of 2011.

KMCI Subject Matter Experts:

Robbie Jena –CEO, Cognitive Intelligence specialist, Artificial Intelligence, Fuzzy Logic, Expert Systems, Neural Network, Agent-based Technology, Knowledge Management, BPR. Enterprise Information Management, Refinery and Chemical Safety Systems

Brian D. Buckley - EVP, Client Management, Technical Recruiting and Staffing Coordination.

Paul – Wrote winning proposal for EIM award to SAIC, Scott AFB and extensive "hands on" experience on previous GCSS and other USAF efforts.

Donett – IV&V – Army, Navy, Air Force, FAA, IRS, OMB, DHS, FDA, NASA

Cindy – Advanced Information Management, Past DM Chair for National Defense Industries Association

Mark – SharePoint (MOSS), Security Governance, Project Manager, ERP, SCM

Donald - SOA SME, COTS Hardware/ Software/ Networking, Large Scale Computing

Michael – Former Navy Special Intelligence, Six-Sigma / Quality Assurance/ TQM

Lt. Col. (Retired) Anthony - Information Systems Security, PM – Multi-Billion \$ Projects, DIACAP, GFM, DRS, DCAPEs

Michael – DISA (UNISYS) Mainframe and software, building and testing

Patrick – DISA (UNISYS) Senior Systems Analyst/ Systems Programming, COBOL

Sharon– Higher Education, Grants

Richard – Retired USAF Colonel and Reserve Advisor to the Commander, Air Force District of Washington. Past USAF integration and program manager officer. Dept. of State experience.

Carl – DoD Cost Accounting, ECSS, DEAMS, DIMRS, Peoplesoft/Oracle DoD, Accounting/ Finance

Andre – ERP Change Management, CIE, GCSS-AF, DEAMS, FIRST, COOP, Satellite Comm, SACCS, MILSTAR, AMWC, COMSEC

Johnny – Occupational Safety, Hazardous Waste, Fire Protection - Air Force

Brian – Deputy Base Commander AF, Base Safety Director, Strategic Air Command Director, UAV PM, Hawker Program Admin, Six Sigma

Tom – Deputy Director AF, Air Operation Logistics, White House Aid, Senior Program Intelligence Analyst (GG-14)

Michael T. - Earned Value Management System (EVMS), PMP

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