

Strategy and Management Services (SAMS), Inc.



**Exceeding Expectations with People
Who Make a Difference!**




Strategy and Management Services (SAMS), Inc.

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Overview

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- ③ Service Offerings
- ③ Corporate Quick Facts
- ③ Exceeding Expectations
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- ③ Contracts, Customers, and Industry Partners



An 8(a), SDVOSB,
SDB, WOSB with 25
years of proven
experience in the
industry.



Who We Are

We are solid!

SAMS entered the SBA 8(a) Program with less than 2 years in business.

SAMS is a SBA 8(a) Program Participant, Department of Veterans Affairs and Commonwealth of Virginia verified Service Disabled Veteran Owned (SDVOSB), SBA Certified Small Disadvantaged (SDB), Woman Owned (WOSB) small business headquartered in Alexandria, Virginia that provides a broad range of strategy, management and information technology related services to federal government agencies and commercial clients.

Cost competitive and low risk = BEST VALUE



Service Offerings

- ③ **Test and Evaluation Support**
 - Performing Evaluations; Writing, reviewing and evaluating Test Plans, Procedures and Reports; Evaluating and analyzing Engineering Change Proposals; Functional, UAT, IA, Vulnerability, Interoperability, C&A
- ③ **Systems Engineering & Integration Services**
 - Executing Systems Integration, Operations Research and Analysis; Conducting Tradeoff Analysis; Preparing Acquisition Documentation IAW DoD 5000; JCIDS; PPBE; DAS; EVMS ; Cyber security; Information Assurance
- ③ **Independent Verification & Validation Services**
 - Delivering Advisory Services; Executing Business Technology Validation; Performing Compliance and Statutory Validation Services; Performing Test Process Consulting; Honest-broker
- ③ **Contract Management & Acquisition Support**
 - Participating in development of acquisition strategies and conducting reviews of solicitations and proposed awards; Providing acquisition, program management, and systems engineering expertise to help programs meet and navigate pertinent acquisition processes, policies, procedures, and milestone requirements
- ③ **Strategic Planning & Execution Services**
 - Preparing for Strategic Planning; Conducting Strategic Analysis, SWOT, Organizational Assessments; Developing Strategic Directions with Purpose, values, vision, top-level goals and methods
- ③ **Risk Assessment & Mitigation Services**
 - Identifying assets and determining which are most critical; Identifying, characterizing, and assessing threats; Determining the risk; Identifying ways to reduce risks; Prioritizing risk reduction measures based on a strategy
- ③ **Business Process Design, Re-engineering & Management**
 - Collecting the Voice of the Customer; Identifying the Stakeholders; Documenting the current process; Establishing measures of how the process should be executed; Identifying and implementing improvements; Implementing and measuring the changes; Six Sigma; LSS; CPI; TQM; ITIL; CMMi
- ③ **Enterprise Architecture Services**
 - Performing strategy consulting; Executing Architecture design and integration; Conducting operational assessments; Carrying out Implementation; FEAF; DoDAF; CPIC; CPIM; OMB 300s; IT Portfolio Management
- ③ **Program & Project Management Support**
 - Defining project requirements, tasks, and outcomes (deliverables) required to stay within scope and to achieve objectives; Determining resources, both financial and human, required to complete the project; Setting timelines and milestones for accomplishing tasks and producing deliverables; Managing projects within the defined budget; PMIBOK methodology
- ③ **Technology Transition Planning Services**
 - Implementation planning and coordination; Vendor management; Inventory accounting; De/Reinstall of all network/office hardware and software; Packing and moving of equipment; Reinstallation, reconfiguration, and testing of equipment



Exceeding Expectations

- ◎ **SAMS has the capability and capacity** to successfully execute and manage your most important projects. Our small-business reflects **unmatchable capability and best value, with the lowest risk**, and the unique advantage of agility only offered through a small business. Comprised of experienced professionals in their respective categories and niche specialties, SAMS offers you **exceptional value** by providing fully certified and cleared professionals at the most reasonable cost possible while **minimizing overall risk and ensuring the success** of your project.
- ◎ **SAMS comprehensive approach** minimizes risk by leveraging domain knowledge, cross-functional skills, and a sound program management discipline to **maximize our client's organizational performance while ensuring that projects are delivered on time and within budget**.
- ◎ **SAMS is committed to eliminating the overhead** - At SAMS, we realize that overhead costs do not directly result in the production of the product or delivery of a service. **More importantly, overhead does not directly benefit our customers. At SAMS we have ELIMINATED THE OVERHEAD!** We have highly-experienced and dedicated employees who have a wide range of skills who are **committed to doing what is right**, and we are able to minimize our overhead costs by various means. **As a result of eliminating gross expenditures, we strengthen our business value and will not pass unnecessary overhead costs to our customers.**



Corporate Quick Facts



We put
customers and
employees
before profit!

General Information

- Business Type: Business Consulting
 - Incorporated: 2008
 - Headquarters: Alexandria, VA
- SBA 8(a) Program Participant
- Dept of Veterans Affairs and Commonwealth of Virginia Verified SDVOSB
- SBA Certified Small Disadvantaged Business
 - Woman owned
 - Minority owned
- NAICS Codes - 517410, 541330, 541511, 541512, 541513, 541519, 541611, 541613, 541614, 541618, 541690, 541990, 561110, 561210, 561311, 561920, 561990, 611420
- Cage Code: 54KF3
- DUNS Number: 827144242
- Our employees are **cleared professionals** and we accept all major credit cards, including government purchase cards

Corporate Culture

- Community Service
 - VET Foundation
 - COMPASS
 - Hire Heroes
 - AFCEA Small Business Committee
 - Elite SDVOB Network
 - Global Business Network Association
 - 1% philanthropic fund**
- Employee-centric
 - Tailored compensation packages
 - Personal interviews
 - Direct access
- Customer focused
 - Solid delivery and quality
 - Honest, reliable and responsible
 - Cost competitive and low risk = BEST VALUE**



Why SAMS

- © We have a **huge talent pool of cleared professionals that are dedicated** to exceeding our customers' expectations through commitment, collaboration, and consistency.
- © We are **committed to minimizing overhead** and delivering cost-effective, measurable results and consistent service excellence.
- © The combination of exceptional employees, client focused program managers, a stringent quality assurance program, and our performance-based management plan allows us to **deliver solutions and people that exceed your expectations in a prompt, cost effective manner.**
- © **We are a Veteran-friendly company.** Employees with prior military service often bring key insight, experience and knowledge of our government customers' needs and requirements, helping us develop better solutions for their most critical challenges.
- © Our team can offer agencies and industry partners a comprehensive package of services backed by experience, solid financial health and a commitment to exceed our customer's expectations. **We can help you meet your contracting goals under the 8(a), Service Disabled Veteran Owned, Small Disadvantaged, and Woman Owned Business programs.**



Contracts, Customers, and Industry Partners

- 8(a) sole source
- 8(a) F&O
- SDVOSB sole source
- SDVOSB F&O
- ITES-2S (sub)
- Alliant Small Business (sub)
- Army Test & Evaluation Command
Army Evaluation Center (ATEC/AEC)
Omnibus (sub)
- CEOss (sub)
- SeaPort-E (sub)
- Forming additional partner and
teaming opportunities

GENERAL DYNAMICS
Information Technology

ASD

KRATOS
FROM STRENGTH TO SUCCESS[®]
KRATOS DEFENSE & SECURITY SOLUTIONS[®]



FUSIO
MERGING TALENTED
PEOPLE WITH
COMPANIES

LOCKHEED MARTIN
We never forget who we're working for[™]

powertek
Your success. Our mission.

 **Concentric Methods** LLC

Contact Information

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- ✓ We are honest, reliable, and responsible
- ✓ We are employee-centric and customer focused
- ✓ No job is too small
- ✓ We accept all major credit cards including government purchase cards
- ✓ Our owner has **more than 25 years** of demonstrated success in providing high quality delivery to federal agencies

[Website: www.sams-inc.net](http://www.sams-inc.net)

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Who Make a Difference!**

About Our Owner



Ms. Staci Redmon is the President and Chief Executive Officer at Strategy and Management Services (SAMS), Inc. Ms. Redmon is an Army Signal Corps veteran and a highly successful project management professional with over twenty-five years of demonstrated success in supporting federal agencies. She is a certified Six Sigma Green Belt, a trained Lean Six Sigma Black Belt, and is ITIL v3.0 Foundation certified. Ms. Redmon is also certified by the Project Management Institute as a Project Management Professional and she implements project management best practices in all of her daily activities and on each of SAMS's projects. Ms. Redmon holds a BS in Computer Information Systems, a Graduate Certificate in Procurement and Federal Contracts Management, and an MBA with a concentration in Acquisition. She has supported the federal government in various capacities for more than twenty-five years where Ms. Redmon has managed or provided services to every major aspect of an acquisition life-cycle and software development life-cycle (SDLC).

In addition to managing SAMS, Ms. Redmon is dedicated to giving and serving unselfishly and as an SDVOSB owned company, she has a strong commitment and desire to help our fellow Veterans by giving back. She is a volunteer with the COMPASS Transition Program which is a program to teach wounded military personnel a universal problem solving methodology in order to help them successfully transition forward into a new professional occupation. She is also the Secretary for the Virginia Chapter of the Elite SDVOB Network. The Elite SDVOB Network is a 501(c) (19) non-profit organization whose primary purpose is to help Service Disabled Veterans in business be successful. Ms. Redmon is also a member of the Armed Forces Communications and Electronics Association (AFCEA) Small Business Committee, the Global Business Network Association (GBNA), Women in Defense (WID) Belvoir Chapter, and the Project Management Institute (PMI) Washington, DC Chapter.

