# HEWITT

ENGINEERING, MANAGEMENT, & TRAINING

Hub-Zone

Woman-Owned Small Business

Capabilities Presentation 2023
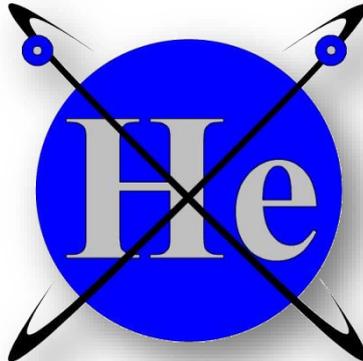
Agenda

- **Background**
- **Capabilities**
- **Past Performance**
- **Customers and Partners**
- **Collective Next Steps**

"Parking Lot"

Background

Mission Statement

- **(Our *Strategy* in achieving success is) To utilize our core values and capabilities in concert to remain the "Best of the Best" in providing technical, leadership, and educational services to private industry and government agencies, resulting in transforming and improving life worldwide.**

- **(Our *Tactic* in achieving this strategy is) To translate products and services into long-term value and significant return on investment for our customers.**

Core / Governing Values

- **Individual**
  - **Logic**
  - **Hard Work**
  - **Quality**
  - **Integrity**
- **Family**
  - **Success**
  - **Respect**
  - **Honesty**
  - **Commitment**

Core / Governing Values (Continued)

- **Community**
  - **Leadership**
  - **Service**
  - **Civic Responsibility**
  - **Legacy**
- **Improvement**
  - **Discipline**
  - **Inspiration**
  - **Education**
  - **Knowledge**
  - **Wisdom**

Core / Governing Values (Continued)

- **Implement**
  - **Perform a good deed every day,**
  - **Tell things as they are and not as we want them to be,**
  - **Do what is right, not what is popular,**
  - **Understand that success is always possible, and**
  - **Lead and be an example to all.**

- **Results**
  - **"Goodwill" and "Great Work" will provide exponential return**

Company History

- HEWITT Engineering founded in 1993

- Core Mindset Drawn From Engineering allowing Facts and Managed Risk to Drive Decisions

- Continual Improvement, Growth, and Diversification

Our Evolution

- *1990s*
  - *Incorporating in a Post Cold War Environment*
  - **Engaging the Technical Boom of the Late 1990s**
  - *Development of Educational Capabilities*
- **2000s**
  - **Managing the Technical Collapse of Late 2001**
  - *Development of Leadership Capabilities*
  - **Surviving the General Malaise and Status Quo of 2001 – 2005**
  - *Expansion of Project Management Capabilities in 2004*
  - **Movement to a Woman-Owned Business in 2007**
  - *Expansion of PMO, Quality, and Service Management Capabilities*
  - **Engaging the Program Management Initiatives**
- *2010s*
  - **Surviving the Economic Demise and Recession of 2007 - 2014**
  - **Supporting the Growth of Security, Quality, Service Management, and Organizational Models**
  - **Program Management and Executive Leadership Mentoring**
  - **Engaging the Agile Management Initiatives**
  - **Management of a $1B, 320 FTE CMS Datacenter Comprehensive Management to Prove Skill**
- **2020s**
  - **C-Level Mentoring**
  - **Extensive Proposal Solutioning, Technical Writing, and Development**
  - **Surviving the Pandemic**
  - **Continued Program Oversight and Remediation, Including Commercial Companies**
  - **Hubzone Certification and Expansion into Prime Contracting**
  - **Time to Grow**

Our Future

- **Masters of History - Learn from the Past**
- **2023 Forward**
- **Time to Grow**
  - **Managed, Controlled, Sustained Growth**
  - **Continued Consulting Activities**
  - **Economically Disadvantaged Woman-Owned Certification**
- **Expansion Beyond Consulting**
  - **Expansion of Management Activities**
  - **Expansion of Staff Augmentation Activities**
  - **Expansion of Education and Training Activities**
- **Move to Prime instead of Subcontracting**

Capabilities

Diversity vs. Synergy

- **Diversity**
  - **Select Business Lines Which Compliment One Another**
  - **Pick Business Lines Which as a Collective, Weather the Economy**
- **Synergy**
  - **Select Business Lines Which Compliment One Another**
  - **One Business Line is Always Prospering**
- **Focus on Risk Management**

Core Capabilities – Overview

- **Mindset Centered on Communication and Integration – Making Sure All Parts Work Together**
- **Defining of Organizational Strategic and Tactical Plans**
- **Organizational Strategic and Tactical Leadership**
- **Technical Leadership**
- **Individual and Organizational Mentoring**
- **Education and Training**
- **Technical Writing, Procurement, and Proposals**
- **Leveraging Our "Good Karma" Network**
- **Continued Executive Coaching / Mentoring**
- ***These Build Upon and Support One Another***

Strategic and Tactical Leadership Capabilities

- **Holistic Solutioning**
- **Strategic Planning and Road Mapping**
- **Tactical Planning and Road Mapping**
- **Organizational Model Integration**
- **Alignment to Industry Best Practices and Methods**
- **Team Integration**
- **Clear Communication Channels**

Technical Capabilities

- **Solution Architecture**
- **Technical Program Management**
- **Application Development**
- **Full Life Cycle Definition and Management**
- **Database Management**
- **Security Management (SCA, BIA / BCP / DR)**
- **Systems Performance Management**
- **Analytics, Pattern-Matching, Artificial Intelligence, Machine-Learning (ML)**
- **Business Development / Proposal Support**

Technical Certifications

▣ **Technical Capabilities include:**

- **Certified Information Systems Security Professional (CISSP)**

- **Microsoft Certifications / Trainer (MCSE and MCT)**

- **CIW Internet Webmaster (CIW Professional / Associate / Master / Trainer)**

- **Several Other Hardware, Software, Infrastructure, and Database Certifications**

Programmatic Capabilities

- ▣ **Program / Project Management**
- ▣ **Contractor Management and Oversight**
- ▣ **PMO Development and Management**
- ▣ **Earned-Value Management**
- ▣ **Service Management (Policy, Process, etc.)**
- ▣ **Quality Management (CMMI)**
- ▣ **Risk Management**
- ▣ **Personnel Management**

Programmatic Certifications

- **Leadership Capabilities include:**
  - **Agile Certified Professional (ACP)**
  - **Project Management Professional (PMP)**
  - **Information Technology Information Librarian (ITIL)**
  - ***Currently Evaluating the Program Management Professional (PgMP) Certification***
  - **Expert Executive Coaching / Mentoring**
  - **"Fixer"**
  - **Expert Witness and Court Support**
  - **Proposal Development**

Education & Training Capabilities

- ▣ **Credentials and Accreditations:**
  - ■ **Hold Current Certifications in All Training Areas Offered**
  - ■ **Hold Many Trainer Certifications - Where Available**
  - ■ **PMI - Registered Education Provider (REP)**
  - ■ **Targeting A New Credential Annually**

- ▣ **Application:**
  - ■ **Industry-Based Training**
  - ■ **Customized Training Solutions**
  - ■ **Courseware Design and Development**

Education & Training Certifications

- ⊡ **The Hot Ones:**
  - ■ **Agile Certified Professional (ACP)**
  - ■ **Project Management Professional (PMP)**
  - ■ **Information Technology Information Librarian (ITIL)**
  - ■ **Certified Information Security Services Professional (CISSP)**
- ⊡ **Important:**
  - ■ **Microsoft Engineering**
  - ■ **Web Master**
  - ■ **Cisco**
  - ■ **A+, INet+, Security+, SCNP**

Education & Training Certifications

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Past Performance

Past Performance Examples

- IHCCS CMS Datacenter Management
- USAID CIO PMO
- Livanta C-Level / Organization Review

Past Performance IHCCS CMS Datacenter Management

Customer Name: CMS (Leidos)

Customer/Client POC Email:

Total Contract Value: $1B to Leidos, Acting as a Program Oversight Consultant

Period of Performance: August 2018 – September 2019

Brief Description of Services Provided: Primary Roles include Program Recovery / Program Management, Organizational Restructuring, Engineering Process Definition, Risk Management, Solution / Enterprise Architecture, Technical SME, Security Leadership, Requirements Management, Service Management, and Customer Liaison (specific details available)

CPARS Available: Applicable only to the Prime, Taken from Maginal / Satisfactory to Very Good

Past Performance USAID CIO PMO

Customer Name: USAID (Miracle Systems)

Customer/Client POC Email:

Total Contract Value: $130M to Miracle Systems, Acting as a Program Oversight Consultant Specific to Redefining / Rebuilding PMO

Period of Performance: September 2019 – April 2021

Brief Description of Services Provided: Program Management Oversight and Consulting – Complete PMO Analysis, Evaluation, and Redeployment Program Definition / Program Management SME, Consolidated SDLC 2.0 Definition / Implementation, Solution Definition, Integrated Master Schedule Development, Agile Methodology Definition (specific details available)

CPARS Available: Applicable only to the Prime, Taken from Satisfactory to Very Good

Past Performance Livanta C-Level / Organization Review

Customer Name: Livanta, LLC / Advanta, LLC

Customer/Client POC Email:

Total Contract Value: $600M in Organizational Contracts

Period of Performance: August 2022 - Present

Brief Description of Services Provided: "C"- Level Advisor to the CEO, CTO, and CIO Providing Organizational, Product Development, Technical and Programmatic Consulting (specific details available)

CPARS Available: Not Applicable as this is for the Entire Organization

Past Performance Questions

Does HEWITT Engineering Have Extensive Past Experience?

- **We Have Sustained Ourselves as a Viable Small Business Since 1993**

- **We Have a Broad Range of Customers and Customers Types Allowing a "Worldly" View of What Works and What Does Not**

- **We are not Myopic, Supporting Civilian, Private, Commercial, Federal, Law Enforcement, DoD, and Higher Education**

Does HEWITT Engineering have extensive in-house qualifications and skills?

- **In-House, We have the Ability to Lead and Direct All Things Programmatic and Technical**

- **Help Guide and Leverage Federal Staff for Success**

- **Specialized Resources are Pulled in from Ongoing Relationships and Partners for Niche Activities**

Customers and Partners

Customer Base

- **Private**
  - **Livanta**
  - **Wipli**
  - **Cognosante**
  - **Performant**
  - **Logistics Management Institute (LMI)**
  - **CCSi**
  - **Leidos**
  - **Integralis / iSpace**
  - **Global Systems and Strategies (GSS)**
  - **Lockheed Martin**
  - **IntelliMark**
  - **CDSI**
  - **Roberts Oxygen**
  - **Long and Foster Realty**
  - **Many Others…..**

Customer Base (Continued)

- **Federal**
  - **Centers for Medicare and Medicaid Services (CMS)**
  - **Social Security Administration (SSA)**
  - **Fort Meade, Aberdeen Proving Grounds, and Fort Detrick (DOD)**
  - **Department of Justice (DOJ)**
  - **Department of Transportation (DOT)**
  - **Immigration and Naturalization Service (INS)**

Customer Base (Continued)

- **State and Local**
  - **HEAT Center**
  - **Harford County Government**
  - **Maryland Motor Vehicle Administration (MVA)**
  - **Maryland Department of General Services (DGS)**
  - **Montgomery Community College (MCC)**
  - **Montgomery County Government**
  - **Maryland State Police / County Police**
  - **AACC Cyber Center**

Customer Base (Continued)

- ▣ **Universities**
  - ▪ **Johns Hopkins University**
  - ▪ **UMBC**
  - ▪ **Millersville University**
  - ▪ **Towson State University**
- ▣ **Colleges**
  - ▪ **Anne Arundel Community College (AACC)**
  - ▪ **Carroll Community College (CCC)**
  - ▪ **Community College of Baltimore County (CCBC)**
  - ▪ **Frederick Community College (FCC)**
  - ▪ **Harford Community College (HCC)**
  - ▪ **Howard Community College (HCC)**
  - ▪ **Harrisburg Area Community College (HACC)**
  - ▪ **TESST College of Technology (TESST)**
  - ▪ **York Technical College (YTI)**

Partners

- ▣ **Key Small Businesses Relationships**
  - ▪ **The Enterprise Security Consultants (TES) (WOSB) – Security SMEs**
  - ▪ **Data Analytics Systems (DAS) – Data Analytics SMEs**
  - ▪ **TechPerm – Resource Acquisition and Staffing Focused on SSA and CMS**
  - ▪ **Little Proposal Shop (LPS) – Proposals and Contracts**
  - ▪ **Many Other Niche Based Organizations**
- ▣ **Big Business Relationships**
  - ▪ **Logistics Management Institute (LMI) – Program and Technology Oversite to Federal Agencies**
  - ▪ **Livanta**
  - ▪ **Many Others such as GDIT, Livanta, LSI, etc.**
- ▣ **Universities and Colleges**

Collective Next Steps

Your General Goals

- **To Engage:**   *Perception*
  - **One-Stop Shopping for Advanced Needs**
  - **Counterparts That Can Think, Follow the Rules, Do, Adapt, Complete, and Repeat**
  - **Superior, Consolidated Services**
  - **Senior Consulting Services**
  - **Designated Small Business with Certifications**
  - **Excellent, Prescreened Quality Resources**
- **Guidance**
- **Significant Value at a Fair Price**
- **Low Risk and Safety**

Your Specific Goals

- ▣ **Strengthen Your Organization**

- ▣ **Build Opportunities and Create Success**

- ▣ **Engage Others to Expand / Strengthen Capabilities**

- ▣ ***Someone That Can Help You Improve You!***

Our Goals

- **To Offer "The Total Package"**
- **To Provide:**
  - **The Best of the Best in All Work**
  - **Proven Approaches**
  - **Excellent Resources**
  - **Results Driven, Proven Success**
  - **Leadership, Technical, and Management Experts**
  - **Market, Industry Knowledge, and Know-How**

Teaming Value

- **Why Contract With HEWITT EMT?**
  - **Best of the Best**
  - **Proven Success / Track Record**
  - **Breadth and Depth – Technical, Management, and Training**
  - **Experienced, Current, Capable, Responsive, Agile**
  - **Woman-Owned Small Business**
  - **Hub-zone Certified**

Contracting Mechanisms

- **Round Peg in a Round Hole**
  - **No Bait and Switch**
  - **Match Resource to Requirement**
  - **Work Within a Predefined Rate Structure**
- **Mechanisms**
  - **GSA Schedule**
  - **Contractual Hourly Rates**
  - **Fixed Price Contracts**
  - **Appropriately-Valued Resource at Fair Price**

Collective Next Steps

- **Determine "Fit"**

- **Engage Others within Organization**

- **Define Relationship**

- **Establish Protocol / Communication Channels**

- **Establish Contract Relationship**

- **Work Well Together, Be Successful Together**

Questions?

- ▣ **My Questions:**
  - ▪ **What did I not tell you, that I should have told you?**
  - ▪ **What did I not tell you enough detail about?**

- ▣ **Your Questions:**
  - ▪ **What other questions do you have for HEWITT EMT?**

Point of Contact

- ▣ **HEWITT Engineering, Management, & Training**
  - ■ **Address:**
    - ▫ **HEWITT EMT**
    - ▫ **Virginia Location**
      - ▪ **314 Bayview Lane, White Stone, Virginia 22578**
    - ▫ **Maryland Location**
      - ▪ **13996 Monticello Drive, Cooksville, Maryland 21723**
  - ■ **Email:**
    - ▫ **lhewitt@hewitt1.com**
  - ■ **Phone:**
    - ▫ **410-984-5637 - Lee**
    - ▫ **410-984-5814 - Michelle**
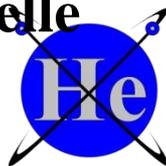
THANK YOU FOR YOUR TIME AND ATTENTION!