

BUSINESS SYSTEMS ● BUSINESS STRATEGY



Company Overview EDC Consulting

Winter 2016

Esprit De Corps

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EDC Consulting embraces the spirit of esprit de corps. Esprit de corps (pronounced “es-pree deh core”) is a translation from the French “*group spirit*”. It is a synonym for words like *morale*, *comradeship*, and *purpose*. In its strictest sense, it applies to military groups, who together form a sense of purpose and comradeship. Yet it is often also used in common language to refer to a group united for a common cause and protective of its members (e.g. “Extreme Makeover – Home Edition”)

Many different groups, such as children in a classroom, a scout troop, a parent’s club, a political organization, or even the employees of a consulting company can be said to be unified by esprit de corps. Where it does not exist, disorganization can prevail...



- Founded by experienced business executives from the Government IT Industry
- Headquartered in Tysons Corner, VA
- 80+ clients (DoD, Civilian Federal, Intelligence Agencies and Commercial)
- 180 Employees and Team Members
- Very stable, financially sound, and experiencing solid growth
- GSA-IT-70, GSA MOBIS, and numerous other contract vehicles
- Top Secret Facility Clearance
- On-Site DoD Classified Network (SIPRNet)
- On-Site Sensitive Compartmented Information Facility (SCIF)
- On-Site Datacenter
- CMMI Appraised
- DCAA Approved Financial System
- Primary NAICS Codes:
 - 541511, 541512, 541513

1 Business Systems

EDC specializes in business systems integration and implementation, software development and legacy system transformation and conversion. EDC provides end to end implementation and post-implementation support for SAP, Oracle, PeopleSoft, Maximo and other business systems. We are experts at integrating business processes to meet our clients' needs, regardless of the technology being used. EDC also has extensive experience providing IT/Infrastructure support, system security and Information Assurance as an extension of our business system implementations.

2 Business Strategy

EDC provides a wide-range of strategic business services including Enterprise Architecture, Business Case and Requirements Analysis, Business Process Reengineering, Solution Design, Systems Engineering, Testing, Training, Documentation, Configuration Management and Production Support to help maintain and support business strategies across the enterprise. EDC's strategic offerings also include Independent Verification and Validation (IV&V), Program Management (PM) and Governance, Risk and Compliance (GRC) services.

- End-to-end design, development, implementation and post-implementation services of the industry's leading business systems, primarily, SAP, Oracle, PeopleSoft and Maximo.
- In-depth experience with a wide-range of business systems including AMS Momentum, JD Edwards, Lawson, JDA, Sage Software, IBM WebSphere, etc.
- A true, product agnostic approach delivering a best of breed solution tailored to each client's specific business requirements and business needs.
- We are experts at integrating business processes regardless of the technology being used.



maximo



- Program Management, Business Process Reengineering, Configuration Management, Testing and Training
- Security, Information Assurance Policy, System Accreditation, Enterprise Architecture, Portfolio Management
- Independent Verification and Validation (IV&V), Studies, Independent Assessments, Cost-Benefit Analyses, White Papers, Studies, etc.
- End-state definition, including target portfolio planning, infrastructure, governance, Program Management Office, strategic sourcing, etc.
- Near-term and long-term implementation roadmap from current to desired future state (“As-Is, To Be”).



Experience/Proven Processes



- EDC Consulting applies a structured methodology to project execution.
- Our disciplined approach is tailored to the unique needs of each client using best practices validated by our proven processes and success.
- Our experienced team of business professionals strictly adheres to best practices across specialized functional areas in Defense and Civilian Federal business domains.
- We are committed to ensuring that our delivery team personnel achieve certifications as Project Management Professionals (PMP®), or in Information Technology Infrastructure Library (ITIL), Federal Enterprise Architecture Framework (FEAF), DoD Architecture Framework (DODAF), CISSP® Security, CompTIA Security + and other relevant certifications.
- EDC Consulting was independently CMMI appraised by the Software Engineering Institute (SEI) in July 2012. CMMI appraisal for company-wide process adoption is a significant discriminator and represents an advantage for our customers.



- EDC employs program and project management best practices such as PMBoK, ITIL, and CMMI. Our Project Managers manage large diverse teams of up to 80 personnel that include large business sub-contractors from companies such as IBM, SAP, Oracle, SRA, PwC, CA, etc.
- EDC uses best-practices from many years of experience working for Big 4 firms and large system integrators, as well as proven strategies for reducing costs and improving cost controls
- Project Examples:
 - Prime contractor for \$81M Army AESIP Program
 - Prime contractor for a \$40M+ program to install and configure the U.S. Army's GFEBS-SA program on the DoD classified network (SIPRNet), managed at EDC's headquarters facility in Tysons Corner
 - Prime contractor for a \$45M+ program to design and deploy the U.S. Army's HR system modernization program (IPPS-A)
 - Prime contractor for EAGLE II FC1 SDVOSB IDIQ

Through many years of experience and lessons learned, our key to success is driven by our deep understanding of the importance data quality and data management. We work closely with our clients to address all data issues prior to deploying and transitioning to any new system. Some examples are:

- Managing the HR (PII) data of more than 1.2 million soldiers in a trusted data warehouse as a prime contractor for the U.S. Army's IPPS-A program
- Built and currently maintain a three-environment infrastructure, using key components of Oracle's Fusion Middleware (FMW), Oracle's Business Intelligence Enterprise Edition (OBIEE), Oracle Data Integrator (ODI), WebCenter Portal and Content Management, Records Management, Secure Enterprise Search, Identity Management and Single Sign-on as a prime contractor for the ATF
- Developed business intelligence solutions based on Oracle OBIEE, SAP BI, as well as SAP's Business Objects platform for multiple Federal clients

Our Commitment to Client Success

EDC Consulting has supported over 80 independent client engagements and has been awarded more than 20 prime contracts, including contracts throughout the Department of Defense, Civilian Federal agencies and the private sector. Our clients include:

Representative DOD Clients:

- Office of the Secretary of Defense
- Defense Logistics Agency
- U.S. Transportation Command
- Defense Finance and Accounting Service
- Defense Information Systems Agency
- U.S. Army
- U.S. Navy
- U.S. Marine Corps
- Business Transformation Agency
- NOAA



Our Clients – Civilian Federal Agencies

Representative Federal Civilian Agencies:

- Department of Homeland Security
- Bureau of Alcohol, Tobacco and Firearms
- Department of Agriculture
- Department of Transportation
- Department of the Interior
- Department of State
- National Aeronautics and Space Administration
- U.S. Customs and Border Protection
- Internal Revenue Service
- Federal Trade Commission
- General Services Administration
- Health and Human Services (HHS)
- NOAA



Our Clients – S&L, NGO, Commercial



State & Local

- Fairfax County, VA
- Prince George's County, MD
- Douglas County, CO



Non-Governmental Organizations

- The World Bank
- United Nations
- Metropolitan Washington Airport Authority
- Fannie Mae



Commercial Entities

- The Washington Post
- Grainger
- Lockheed Martin
- IBM Corporation
- Airbus and more...



As our government increasingly relies on the use of various GWAC and ID/IQ contract vehicles for speed and flexibility in procurement, EDC Consulting continuously strives to obtain preferred contract vehicles for our clients to access our expertise and experience. We believe that our diverse list of contract vehicles provides us with a strategic competitive advantage.

Select Contract Vehicles:

- GSA Federal Supply Schedule 70 (Prime)
- GSA MOBIS (Prime)
- DHS EAGLE II (Prime - FC1 SDVOSB)
- U.S. Army AESIP EIS (Prime)
- U.S. Army PMSS-2
- U.S. Army ITES-2S
- U.S. Army ITS-SB
- U.S. Army HR Solutions
- U.S. Navy Seaport-e (Prime)
- DOT PHMSA BPA (Prime)
- VA T4
- DLA DORRA
- DLA DORRA (BPR/BCA)
- DISA ENCORE II
- NIH CIOSP3
- U.S. Army SSES NexGen

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