



capabilities overview

- We bring together the right combination of talent and human capital management solutions with the ability to leverage best practices and lessons learned at a competitive price.
- We understand the business of government contracting and have a proven delivery model that provides skilled, knowledgeable, and experienced personnel with core competencies that directly match our clients requirements.
- We are committed to our clients and our employees - conducting business with the highest ethical standards.

Natasha J. Schebella
CEO, President & Owner

vision

Our four pillars of success ...

Creativity, Tenacity, Inspiration, and Passion

Honesty is Our foundation
We never over promise We never under deliver

This is the *NBS* Advantage

The NBS vision statement encapsulates what we strive for; our dedication to being "world class" reflects our promise to provide the most effective service and support that technology and innovative thinking can deliver.

By focusing on the evolving needs of our customers we recognize the steady growth in demand for bandwidth as well as the ever-increasing challenge of new customer requirements.

We commit ourselves to not only solving today's requirements, but being prepared in advance to meet the future needs of our customers.

Natasha J. Schebella
CEO, President & Owner

who we are

- Founded in 2003 by Natasha J. Schebella
 - Privately held with no debt and an excellent D&B rating
- Headquartered in Leesburg Virginia with multiple locations:
 - Sierra Vista, Arizona ... Woodbridge, Virginia ... Colorado Springs, Colorado
- Trusted advisor to the U.S. Intelligence Community
 - Possesses a large team of skilled, trusted employees
 - Doing business globally
- *Truly* Understand
 - Government Contracting ... Capture Management ... Proposal Development
 - Key Personnel ... Critical Skills
 - ▶ *Over 98% of revenue is derived from Task Order based IDIQ's*
 - ▶ *Success rate on bid and recruiting initiatives exceeding 86%*
 - ▶ *99% retention rate of Project Staff*
- Established Tactics, Techniques / Procedures & Systems
 - Proven consulting tools & methodology for each line of business
 - Fully operational infrastructure
 - Established banking relationships
- *Partnership-Focused* Business Model
 - We balance true partnership with mission accomplishment, thus our reputation as an industry key teammate and employer of choice
 - Partner on strategic engagements through building client relationships and teaming with large and small businesses

- ✓ DCAA auditable rates
- ✓ Industry leading benefits
- ✓ Electronic Timesheet Reporting
- ✓ Recruiting, Payroll, CRM & HR tools

who we are

- We specialize in out-of-the-box thinking with delivery of exceptional results that include:
 - Data Center transformation and modernization, Security Assessments, and Design.
 - NBS has the key personnel that deliver - in often adverse environments, both CONUS and OCONUS - all focused on accomplishing the mission of our clients.

- Since 2003, NBS has been providing customized Talent Delivery and Management solutions for federal, state, and local governments, and government contractors
 - NBS offers a global delivery capability to our clients, teammates, and partners, as well as international consulting expertise providing the subject matter experts required in today's dynamic services environment.

- Citable Past Performance *Strong Professional References*
 - Department of Homeland Security (DHS) - Transportation Security Administration (TSA)
 - US Army Communications and Electronics Command (CECOM) - TEIS II (Total Engineering Integration Services)
 - Department of State (DOS) - Diplomatic Telecommunications Services Program Office (DTS-PO)
 - Department of Justice (DOJ) - Federal Bureau of Investigation (FBI)
 - iGATE Government Solutions, Inc. - Centers for Medicare and Medicaid (CMS)

- *Ready-Reserve* Candidate Database
 - A Never-Ending Stream of available talent

what we do

- **Enterprise Resource Optimization (ERO)** - *Time, Lives, Cost (TLC)* -
 - Enterprise & Business Process Simulation / Transformation Services
 - National security, intelligence, and diplomatic operations / multi-dimensional support dynamics
 - Optimize mission, personnel, training, and logistics support operations
 - Place, support, develop, and manage professionally skilled technical personnel in multiple locations around the country and world
 - Reduce operational complexities and life cycle costs
- **Talent & Human Capital Management (T/HCM) Innovation / Solutions**
 - Competitive Advantage
 - Executive-level Subject Matter Experts (SMEs) / Industry Leaders
 - Competitive Intelligence Acquisition & Application
 - Key Personnel Identification & Selection
 - Human Resource Strategy
 - Succession Planning
 - Employee Development & Retention
 - Price to Win (PTW)
- **Mission Staffing Solutions**
 - Analytical, Intelligence, IT & Healthcare Professional staffing solutions worldwide
 - Systems Architecture, Assessment, Engineering & Design
 - Software & Hardware Solutions and Support
 - Security & Information Assurance
 - Acquisition Support | Project & Program Management
 - Independent Validation & Verification (IV&V)
 - Network Engineering, Telecommunications
 - Data / Network Operations Center Sustainment
 - Configuration Management
 - Claims Processing
 - Quality Assurance
- **Professional Development**

what we do

Enterprise Resource Optimization (ERO) - Time, Lives, Cost (TLC) - ... NBS equips its clients to capture a sustainable operational advantage from their investments in ... People, Processes, Information, and Technology ... by breaking through organizational barriers, isolating opportunities for measureable efficiency gains, and capturing the value of those opportunities. For each client engagement, NBS brings the right combination of industry expertise (consultants) and analytics together to achieve client-unique enterprise optimization. The ERO consulting team employs a proven traditional consulting delivery model that provides skilled industry experts working in partnership with the clients. NBS uses their proprietary tools, techniques, and algorithms to architect solutions to complex, cost-driving challenges by leveraging our customer's investments with our analytical techniques, lessons learned, and industry best practices. The net result is that NBS empowers clients to act with a fresh perspective as they take hold of their new cost savings.

- We deliver added value for our clients ...
 - We optimize operations and capture efficiencies / Existing Algorithms
 - **Enterprise & Business Process Transformation:** Global analysis of all enterprise functions
 - **Project Management and Sequestration:** One size does not fit all/ FAA example
 - **Value Analysis:** Government studies-greatest cause of health care cost increases is inefficiencies of operations-improve concepts of operations-prioritize changes
 - **Assignment of Resources:** VA example-scheduling requests for services in the context of distributed resources-bring order out of chaos
 - **Scheduling of Resources for Home Care of the Elderly:** Optimization increases the number of visits for health care servers by at least one patient per day
 - **Fraud Detection:** NBS fraud detection paradigm will reduce Medicare/ Medicaid cost by up to 20%



Talent / Human Capital Management (T/HCM) ... NBS Subject Matter Expert (SME) consulting connects directly with new and re-compete business capture teams for both large and small businesses. NBS consultants engage their unique abilities to architect customer-specific proposals that deliver the right voice for your customer, the voice that speaks to the customer's values, corporate culture, operational interests, and political pressures. NBS consultants deliver the key personnel and staff solution that fits the customer's needs as well as their expectations. Our consultants aid your capture team within a long-term operational framework that results in a proposal that demonstrates employee engagement, development, and retention with reduced vacancy risk. The competitive environment experience NBS consultants bring to each engagement allows them to draw actionable competitive intelligence from their professional networks and proposed staff candidates. Their experience and expertise also equips them to design and negotiate compensation packages that directly contribute to your ability to formulate a 'Low Price Technically Acceptable' proposal.

- We know how to Win ...
 - We deliver a Competitive Advantage
 - Executive-level Subject Matter Experts (SMEs) / Industry Leaders
 - Competitive Intelligence Acquisition & Application
 - Key Personnel Identification & Selection
 - Human Resource Strategy
 - Succession Planning
 - Employee Development & Retention
 - Price to Win (PTW)
 - Understanding of requirements, acquisition strategy/support
 - Investment in infrastructure to bid, win, operate and deploy
 - Success rate on bid and recruiting initiatives exceeding 86%

what we do

Mission Staffing Solutions ... Fulfillment of NBS Prime contracts and Sub-Contracts occurs through this program command center. Mission Staffing encompasses planning and orchestration of Talent Coordination / Management Services Programs for Prime Contractor Teams. Additionally, Mission Staffing provides traditional talent acquisition, placement, and staff augmentation services businesses and government agencies.

- NBS can rapidly fill open / anticipated positions ...
 - Rapid Response with highly qualified, *Best Fit* employees
 - The C³ Triangle is the NBS proprietary method for achieving optimum balance the interests between the Customer, the Client, and the Candidate to ensure the '*Best Fit*' talent solution.
- Started as NBS Global Recruiting in 2003 specializing in IT Professional Services Personnel and Trusted Resources
 - Identify, price and staff personnel
 - Staffed entire TSA NOC in 10 days to include salary/benefits, VARs, clearances
- Branched out to NBS Enterprises IT Services in 2005 adding multiple locations and doing business globally
 - Providing OCONUS support for DTS-PO/LEGATS personnel
 - Information Assurance and Security Services for US Army



Professional Development ... Professional Development delivers a series of one-day seminars addressing topics of greatest importance to business and government leaders today. The critical topics include Talent Acquisition Techniques, Candidate Selection Modeling, Staff Optimization, and Integrating HR into Business Development. Each topic is available in both two and three-day workshop formats, as well as in client-specific content and format professional development programs.

- We deliver added value for our clients ...
 - Position & Succession Training
 - Critical Performance, How the Job Fits & Where to Next
 - Strategic Planning & Execution
 - Attribute Index | Values Index | DISC Index
 - Strategic Roadmap Design
 - Entrepreneurial Leadership Coaching & Development
 - Team Organization, Leadership & Development
 - Customer Loyalty Management
 - Accountability / Annual Goals Review
 - Business Development & Capture Management
 - Sales Planning & Execution
 - Strategic Capture Management
 - Profit Center Leadership
 - Executive Leadership
 - Management ... *The Manager as a Leader*
 - Integrated Performance Management
 - Human Capital Management / Human Resources
 - Growth & Achievement Through Training (GATT)

delivery

making it all work

Assess Opportunity First -

Focus on our client's mission, vision, strategic plan, and values

Project-Based -

Specific client objectives are tied to management, reporting, and deliverables

Accountability -

Task-specific work plans, milestones, progress reviews

Knowledge Transfer -

It's got to meet our client's mission objectives when we are done

QA Process -

Ensures all deliverables meet our promise

Customer Satisfaction -

We value long-term relationships

Teams -

Communicate, coordinate, and share knowledge

delivery

project management

Project Notebook -

Contract; project plan; project objectives and tasks; deliverables; budget; schedule; organization and staff; work breakdown structure and dictionary; performance and functional requirements; requirements traceability matrix; and specifications and detailed solution design.

Procedures -

Source control management, deployment, orientation, review, and quality audit.

Plans -

Project plan; quality control; design, development, and deployment plan; communication and engagement plan; operations and support plan; and training plan.

Training -

Standards, instructional materials, and training ... company, customer, and contract.

Reporting -

Status reports, milestones, budget, and in-process reviews.

Project Site -

On-line viewing of deliverables, milestones, project status reports, collaboration, and process tracking.

Current & Past Customers

- Department of Homeland Security (DHS)
Transportation Security Administration (TSA)
- US Army Communications and Electronics
Command (CECOM)
TEIS II (Total Engineering Integration Services)
- Department of State (DOS)
Diplomatic Telecommunications Services Program Office
(DTS-PO)
- Department of Justice (DOJ)
Federal Bureau of Investigation (FBI)
- Department of Veteran Affairs (VA)
Veterans Health Administration
- ESN Engineering Services Network
Veterans Health Administration
- iGATE Government Solutions, Inc.
Centers for Medicare and Medicaid (CMS)

"NBS provided key leadership to manage and lead all aspects of the O&M tasks and to establish the Development / Integration and Test Team. The management staff improved customer relations needed to execute the program to meet the needs and requirements of the program"

MATT LUCIER
InfoZen Program Manager for DHS

"She's the first person who comes on board when I start putting a proposal together," says Mason.

"Natasha saved our bacon in Denver, as she does every time," Mason says. "If it wasn't for her ability to find truly qualified people at a minute's notice, there would be a large number of bids that we couldn't be part of at all."

DICK MASON, Program Manager
Unisys U.S. Federal Government Group

Department of Homeland Security (DHS)

Transportation Security Administration (TSA)

- Period of Performance, Nov 07 to present
- Partner/Sub Contractor to InfoZen
- Staffed NOC within 10 days of contract start
- Network Engineering and O&M Services Network Operations Center
- Risk Assessment/Management
- Configuration Management
- Security/Information Assurance
- Independent Verification/Validation
- Certification and Accreditation

US Army Communications and Electronics Command (CECOM)

TEIS II (Total Engineering Integration Services)

- Partner/Sub Contractor to STG
- Information systems engineering and integration
- Transitional operations and maintenance support
- Technology demonstration and rapid prototyping
- Project and Program Management
- Business process reengineering
- Systems analysis
- Information assurance
- Test and evaluation
- Technical instruction
- Installation support

Department of State (DOS)

Diplomatic Telecommunications Services Program Office (DTS-PO)

- Network Architecture and Engineering Design and Development Support Services
- Supported Technologies: CISCO, Microsoft/Active Directory, EMC, Hitachi, VMWARE, Solaris, HP Openview, ITIL, Perl and Linux
- Network Operations Security and Information Assurance
- Transformation Services and Management
- Network Operations Center (NOC) O&M
- Program Management Support Services
- Network Simulation Test and Evaluation
- LEGATS OCONUS Services and Support

Department of Justice (DOJ)

Federal Bureau of Investigation (FBI)

- Staffed 7 people in a period of 72 hours with cleared and certified personnel required for Network Transition and Transformation. Expertise included:
- Enterprise Management Support Services
- Business Process Transformation Services
- Best Practices ITIL Support Services
- Certified Network Engineering Services
- Certified Network Deployment Support
- OCONUS Operations and Deployment

Department of Veteran Affairs (VA)

Veterans Health Administration

- NBS provided key personnel which improved customer relations and processes across the program. NBS responded immediately to the needs of the customer to staff the Veterans Health Information Systems and Technology Architecture (VistA) Financial Positions in a short period of time. The VA customer was greatly impressed with the dedication and support of meeting this need.
- The experience that NBS has enabled us to meet every expectation in a timely manner so that the deliverables timeline was met. NBS efficiently coordinated and provided rapid support to the challenges of the contract, ensuring the proper solution was presented and quickly initiated.
- NBS delivered exceptional staff that were trained and certified in the technology that the contract required. NBS immediately replaced key personnel in a very timely manner. NBS maintained staff throughout the whole term of the contract.
- The customer was very satisfied with the performance provide by NBS, and was rated very highly with the customer.

ESN Engineering Services Network

Veterans Health Administration

- NBS Enterprises provided support to the U.S. Department of Veterans Affairs (VA) Veterans Health Information Systems and Technology Architecture (VistA) software enhancement programs.
- Identifying, Placing & Engaging of the Best-Fitting Talent
 - NBS successfully determined, placed, and led the program and technical staff for the performance of this contract. NBS delivered a staff of Program Managers, Business Analysts, Mumps/Cache developers, and SQL developers that held all the requirements to support the VA VistA legacy software system: VA VistA financial packages and related packages such as VistA AR, IB, Fee, M code development, Mumps/Cache and Fileman related to the VA systems and Health Care Environment.
- Systems Engineering, Program Management & Solution Delivery
 - NBS systems engineers analyzed and evaluated major system project requirements of considerable complexity requiring a thorough understanding of all parameters affecting and interfacing with the VA VistA Legacy system.
 - NBS gathered business and technical requirements, and deployed robust technical solutions for complex government initiatives in the VA IT domain.
 - NBS accomplished planning, development, execution, monitoring and management of overall project implementation; management and monitoring of personnel resources; estimation, execution and management of financial resources; identification, management, and reporting of program and project cost, schedule and performance risks; identification of risks, risk assessment of impact and probability, and implementation of a risk mitigation plan and customer satisfaction.
 - NBS Enterprises provided support for the scope and change management, and schedule management, in conjunction with providing the direction in problem identification and problem resolution on this contract.

iGATE Government Solutions, Inc.

Centers for Medicare and Medicaid (CMS)

- **Human Capital Management / Human Resources**
 - Service Contract Act (SCA) Practices, Experience and Compliance.
 - Compensation Program Design - Industry analysis and design of a custom compensation program inclusive of career tracks, job families, and pay bands.
 - Employee Retention Rate analysis & Employee Retention Program - Program assessment, integration design, and development.
 - Employee Training / Employee Development - Assessment, integration, and customization of programs and methods used to train and development employees, such as On-The-Job Training, Cross-Training, Tuition Assistance, Webinars, etc.
 - Employee Engagement - Development of methods used to promote employee commitment and to promote their full attention to their job assignments while engendering their loyalty to both the customer and company.
 - Succession Planning - Development of a contract-driven program to provide for an employee's readiness to assume either senior or colleague positions.
 - Position Criticality Risk Determination & Mitigation - Established method used to assess and weight / rate and rank the performance criticality of contract positions, assess the risk of the position becoming vacant, and methods for ensuring that contract performance critical positions are filled no less than 95% of the prescribed work period.
- **Key Personnel**
 - Talent Acquisition & Candidate Screening - Verifying candidates position suitability.
 - Proposal Intelligence Collection - Collecting business intelligence for proposal support,
 - Resumes, Contingent Offers & Letters of Commitment - Resume Processing / Contingent Offers and Administering Letters of Commitment.
- **Human Resources Experience**
 - Past Performance Preparation - Discussion of the effectiveness of iGATE's HCM/HR programs on high-value, complex contracts.

value

- Quick response times and continuous, high-quality services with an emphasis on customer satisfaction and mission success
 - Staffed with skilled, respected, and cleared personnel - *Ready to Perform*
 - 99% retention rate of Project Staff
 - Uninterrupted service levels ... Institutional knowledge base
- An economically disadvantaged, woman-owned small business (SBA Certified 8(m)), HUBzone & Virginia Certified SWaM, headquartered in the Leesburg, Virginia with the proven capability to support customers in critical locations around the world
- Demonstrated flexibility in serving customers with specific and relevant experience, and the depth of personnel and resources necessary to address virtually any program, technical, or operational requirement
- A strategically focused partnership to assist customers with accomplishment of their mission and to achieve their vision of delivering quality service with an efficient, effective, and responsive team providing specific subject matter expertise
- Aggressive management of operating practices, burden rates, and cost structure to contain complexity, cost, risk, and time cycles

thank you



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