



CMCS Capability Briefing

A Formal Introduction

12/22/2020

Who We Are

Capitol Management Consulting Services Inc. (CMCS) is a management strategy and IT consulting firm serving as trusted advisors in support of the development and implementation of innovative business and technology solutions for commercial and government clients.

CMCS is headquartered in McLean, VA and led by a senior management team with deep relationships in the DC Metro area's Federal government and business communities. CMCS opened a second office in downtown Dayton, OH in 2017 to support expansion efforts into the USAF and the local entrepreneurial and small business communities.

What We Do – Our Core Capabilities

Strategy & Governance

CMCS has built its Strategy practice around supporting clients with developing a vision for their organization and implementing executable plans to drive them there. The practice is built around three pillars:

- ▶ Corporate Strategic Planning
- ▶ Customer Acquisition Strategy
- ▶ Customer Experience Strategy

CMCS has built its Governance practice providing clients in all stages of growth with the ability to develop, plan, implement, and manage their governance processes and policies. The practice focuses on two functional areas:

- ▶ Organizational Planning & Development
- ▶ Transformation & Modernization

What We Do – Our Core Capabilities

Performance Optimization

CMCS's practice is built around providing our clients with the means to design, implement, and manage internal improvement efforts such that they are driven by data and facts, rather than anecdotal ideas. The result is a maximized return on investment which can be measured and compared to ensure continued success. This is done through a variety of services built around two primary focuses:

- ▶ Business Analytics
- ▶ Business Process Optimization

What We Do – Our Core Capabilities

Technology

CMCS has built its Technology practice around providing clients with full lifecycle IT management support, ranging from strategic planning to operational and execution management to outsourcing. CMCS's service offering focuses on a variety of areas, including but not limited to:

- ▶ Enterprise Modernization
- ▶ Cyber Security & Risk Management
- ▶ Software Development & Testing
- ▶ Project/Program Management & PMO Support
- ▶ Technology Strategy, Planning, & Architecture

What We Do – Our Core Capabilities

Construction & Engineering Services

CMCS has built its Construction & Engineering Services practice around providing clients with full lifecycle support services offering an unique combination of subject matter expertise from experienced, licensed, and certified professionals with cutting edge technology solutions to improve quality while leverage efficiencies to lower costs and risks.

CMCS's capabilities, include but are not limited to:

- ▶ Construction Project/Program management,
- ▶ Construction and Building Inspection Services,
- ▶ Facilities Operation and Maintenance,
- ▶ Property/Real Estate Assessments (In-Person & Virtual), and
- ▶ SaaS solutions around assessments & data analytics

What Makes Us Different - *The Capitol Advantage*

The Federal contracting market is saturated with 8(a) firms in the management strategy and IT consulting space, particularly in the DC Metro region. Capitol Management Consulting Services, Inc (CMCS) stands apart from its competition by providing its customers *The Capitol Advantage*.

What is *The Capitol Advantage*?

The world is moving fast and its challenges even faster. Successful organizations can no longer maintain the status quo and expect the same results. Solutions are no longer one dimensional and able to be implemented gradually. They require a clear holistic vision of the organization's goals and the ability & agility to execute them.

The Capitol Advantage is the embodiment of an approach developed in these realities.

Our Key Differentiators

- A proven track record of success with Fortune 500 firms in multiple industries
- A senior leadership team comprised of public & private sector industry leaders
- Technology agnostic solutions
- Big Three/Big Four quality at small business prices

Who We Serve

Since 2011, CMCS has worked almost exclusively in the commercial and non-profit space supporting clients in a broad range of industries, including:

- ▶ Capital One
- ▶ Freddie Mac
- ▶ Deutsche Bank
- ▶ GlaxoSmithKline
- ▶ Global Tel*Link
- ▶ TeacherMatch

In September 2020, CMCS won its first prime Federal contract. CMCS has also worked as a sub-contractor to other Federal contractors in support of Federal clients. Our Federal client list includes: Department of Housing & Urban Development (HUD) and the US Census Bureau.

Contract Vehicles & Designations

▶ Federal

- ▶ GSA Schedules & IDIQs/GWACs
 - ▶ IT Schedule 70
 - ▶ OOCORP/PSS
 - ▶ Seaport-NXG (team member)
 - ▶ OASIS SB Pool 1 (team member)
 - ▶ CIO-SP3 SB (team member)
 - ▶ GSA 8(a) STARS 2 (team member)
- ▶ Socio-Economic Designations & Programs
 - ▶ SBA 8(a) Business Development Program participant (May 2025)
 - ▶ SBA certified Small Disadvantaged Business
 - ▶ Minority-owned small business
 - ▶ DOT DBE
 - ▶ HUBZone (application in process)

Contract Vehicles & Designations

▶ Commonwealth of Virginia

▶ Pre-Approved Vendor Contracts

- ▶ Pre-Approved Management Consulting Services Provider
- ▶ eVA vendor
- ▶ IT Contingent Labor Provider

▶ Socio-Economic Designations

- ▶ Certified Small, Woman, and Minority-owned disadvantaged business enterprise (SWaM)
- ▶ Micro-business

▶ Commercial

▶ Socio-Economic Designations

- ▶ NMSDC certified Minority Business Enterprise (MBE)
- ▶ Supplier Clearinghouse verified minority owned business

▶ Re-seller & Partner Agreements

- ▶ Ignyte Partner Program (Cyber Security Governance & Orchestration platform)