# Dossier: HARMONIA HOLDINGS GROUP, LLC

## SBIR Award Details

**Award Title:** N/A

**Amount:** $174,843.00

**Award Date:** 2024-01-25

**Branch:** NAVY

## AI-Generated Intelligence Summary

**Company Overview:**

Harmonia Holdings Group, LLC (Harmonia) is a service-disabled veteran-owned small business (SDVOSB) providing cloud, data, and cyber solutions to public sector customers, primarily the Department of Defense (DoD) and federal civilian agencies. The company's mission revolves around enabling data-driven decision-making through modernized IT solutions, focusing on areas like artificial intelligence (AI), machine learning (ML), data analytics, and cybersecurity. Harmonia aims to solve the problem of legacy IT systems within government agencies that hinder efficiency, data accessibility, and security. Their unique value proposition centers on combining innovative technology solutions with a deep understanding of government contracting and regulatory requirements, delivered by a team with significant experience in both the public and private sectors. This blend enables them to navigate the complexities of government IT modernization projects effectively.

**Technology Focus:**

* Cloud Solutions:\*\* Harmonia specializes in cloud migration, management, and optimization services, helping government agencies transition to and manage secure cloud environments. They leverage platforms like AWS, Azure, and Google Cloud.
* Data Analytics & AI/ML:\*\* They develop and deploy data analytics solutions and AI/ML algorithms for various applications, including predictive maintenance, threat detection, and business intelligence within the DoD.
* Cybersecurity:\*\* Offering cybersecurity services including threat assessments, vulnerability management, security engineering, and incident response to protect government systems and data.

**Recent Developments & Traction:**

* Contract Awards:\*\* Harmonia consistently wins contracts with various DoD and federal civilian agencies. Recent specific contracts are difficult to definitively pinpoint without a subscription service (e.g., GovWin); however, press releases indicate ongoing success in securing contracts related to data analytics and cybersecurity services within the DoD space.
* Data Analytics and AI/ML Focus:\*\* A consistent theme in their public communications is an emphasis on developing and deploying AI/ML powered solutions for government clients, likely contributing to contract wins and strategic partnerships.
* SDVOSB Recognition:\*\* The company actively promotes its SDVOSB status, which provides a competitive advantage in securing government contracts set aside for veteran-owned businesses.

**Leadership & Team:**

* Pallabi Saboo (CEO):\*\* Appears to have significant experience in management consulting and technology solutions within the government sector.
* Scott Stern (President):\*\* Brings experience in operations and strategic growth, specifically within the federal market.

**Competitive Landscape:**

* Booz Allen Hamilton:\*\* A major government consulting firm that also offers extensive IT modernization and cybersecurity services. Harmonia differentiates itself through its SDVOSB status, potentially enabling them to compete for set-aside contracts that larger firms cannot access.
* CACI International:\*\* Another large defense contractor offering similar IT solutions. Harmonia is more focused on cloud-native and AI/ML driven solutions compared to CACI, which has more legacy system integration offerings.

**Sources:**

1. [https://harmonia.com/](https://harmonia.com/)

2. [https://www.linkedin.com/company/harmonia-holdings-group](https://www.linkedin.com/company/harmonia-holdings-group)

3. [https://www.dnb.com/business-directory/company-profiles.harmonia\_holdings\_group\_llc.d20a290208c030a6f9a8e2111647882c.html](https://www.dnb.com/business-directory/company-profiles.harmonia\_holdings\_group\_llc.d20a290208c030a6f9a8e2111647882c.html)

4. [https://www.zoominfo.com/c/harmonia-holdings-group-llc/350322411](https://www.zoominfo.com/c/harmonia-holdings-group-llc/350322411)