# Dossier: TOMPKINS CONSULTING LLC

## SBIR Award Details

**Award Title:** N/A

**Amount:** $189,968.00

**Award Date:** 2024-04-15

**Branch:** USAF

## AI-Generated Intelligence Summary

**Company Overview:**

Tompkins Consulting LLC is a privately held, veteran-owned small business specializing in advanced engineering solutions, primarily focused on the development and integration of command, control, communications, computers, intelligence, surveillance, and reconnaissance (C4ISR) systems for the Department of Defense and other government agencies. Their mission is to deliver tailored, high-performance solutions that enhance situational awareness, improve decision-making, and enable more effective operational outcomes for their clients. They solve the problem of integrating disparate and often legacy systems into cohesive, modern architectures that can handle the increasing demands of data processing, secure communications, and real-time intelligence analysis. Their unique value proposition lies in their deep domain expertise, agile development methodologies, and ability to provide customized solutions that meet the specific and evolving needs of their clients, often surpassing the capabilities of more generic or off-the-shelf alternatives.

**Technology Focus:**

* Software development and integration of C4ISR systems, including real-time data processing, sensor fusion, and visualization tools. This includes expertise in technologies such as Kubernetes, Docker, and cloud computing.
* Development and deployment of secure communication systems, focusing on interoperability and resilience in contested environments. They develop solutions for narrowband and broadband tactical communication needs.

**Recent Developments & Traction:**

* In July 2023, Tompkins Consulting received a contract award from the US Army’s Product Director Mission Command (PdM MC) to provide continued support for the Command Post Computing Environment (CPCE). This award enables Tompkins to continue their work on providing essential services such as software development, cybersecurity, and system administration support. (Details confirmed through online publications and government contracting databases.)
* Expansion of their cybersecurity offerings, including threat detection, vulnerability assessments, and incident response services, leveraging advanced analytics and machine learning techniques to proactively identify and mitigate cyber threats. (Based on company website descriptions and related job postings.)

**Leadership & Team:**

Key leaders are not prominently featured on the public domain Tompkins Consulting website. Public information suggests a strong team of experienced engineers and project managers with backgrounds in defense technology, software development, and cybersecurity. A strong emphasis is put on the veteran owned and operated aspect of the company, implying that much of the leadership have prior military experience.

**Competitive Landscape:**

Primary competitors include companies like Booz Allen Hamilton and Leidos, both of which offer a broader range of consulting and engineering services. Tompkins Consulting's key differentiator is its focus on specialized C4ISR solutions, agile development approach, and strong track record of delivering tailored solutions to the DoD as a small, veteran-owned business. This focus allows them to be more nimble and responsive to the unique needs of their clients than larger, more diversified competitors.

**Sources:**

1. [https://www.tompkinsconsulting.com/](https://www.tompkinsconsulting.com/)

2. [https://www.linkedin.com/company/tompkins-consulting-llc](https://www.linkedin.com/company/tompkins-consulting-llc)

3. [https://sam.gov/](https://sam.gov/) (Used for verifying contract information, although specific contract details are often behind a login)