

INDUS At A Glance

August 2017

Balanced Capabilities ... Proven Past Performance



Company Profile

- Began Government Services in 1998
- Employee Owned
- Service Disabled Veteran Owned Small Business (SDVOSB) – Certified by Veterans Administration
- Contracts Portfolio include:
 - Navy Seaport-e (multiple task orders in multiple Regions)
 - PMILS
 - SATCOM ISEA
 - SSC Atlantic Command-wide Admin and Financial Support Contract
- ISO 9001:2008 Registered and Certified



Site Locations

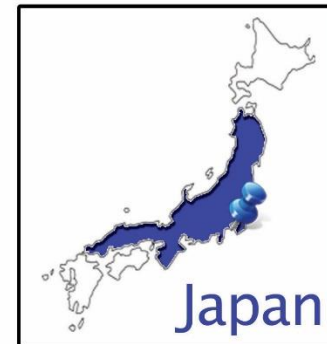
United States

- San Diego, CA
- Port Hueneme, CA
- New Orleans, LA
- Newport, RI
- Lakehurst, NJ
- Washington DC
- Virginia Beach, VA
- Tidewater, VA
- Manasssa, VA
- Norfolk, VA
- Newport News, VA
- Greensboro, NC
- Charleston, SC
- Panama City, FL



Southeast Asia and other Global Locations

- Japan
- Other International Locations



Balanced Capabilities

ENGINEERING AND IT SERVICES

- Range Systems O&M
- Test & Evaluation, Weapon Systems Assessment
- Submarine Imagery, EW, & C5I Systems Repair
- Logistics & Supply Support
- IT, Network O&M and Applications Development
- MK 30 Underwater Targets O&M
- Test, Handling, Support Equipment O&M
- Shore Communications Systems Engineering
- Inventory and Warehouse Management
- Configuration Management
- Help Desk Services
- SATCOM Communications Services
- Engineering Assessments and Technical Analysis
- IA/RMF
- Information Assurance and Cyber Security

PROGRAM MANAGEMENT AND COMMAND STAFF SERVICES

- Strategic Planning Support
- Program/Project Planning
- Workload Planning
- Performance Business Indicators
- Obsolescence Management and Planning
- C4ISR Installation Planning
- Foreign Military Sales Case Management
- Command and Dept General Administrative Support
- Management Reports and Documentation Preparation
- Public Affairs and Protocol
- Security Admin & ESS Office/Foreign Disclosure & Visits
- HQ Facilities Management
- Workforce Optimization Support
- Manpower and Military Affairs Management
- Graphics/CAD Support
- Systems Design Center Support

FINANCIAL MANAGEMENT SERVICES

- Financial Process Improvement
- Financial Analysis & Management Info Support
- Comptroller Dept. Support & Financial Analysis
- Budget, Execution, and Financial Operations
- Cost Modeling, Estimating, and Reduction
- Program Financial Tracking
- Data Testing, Analysis and Metrics Reporting
- Tri-Annual Review
- Travel/Payroll Processing
- Funds Control
- Administrative Contract Closeout
- ERP Transition Planning and Data Cleansing
- Program Lifecycle Cost Estimate (PLCCE) Modeling
- Financial Tools Implementation (ERP, MOCAS, STARS, PRISMS)
- POM/PR Processes

Proven Past Performance

ENGINEERING AND IT SERVICES

- PHD CSISEA
- PMW-790 Shore and Expeditionary C4I Engineering Integration Support
- Keyport Detachments Technical and Engineering Support
- PMW 130/160 Installation Planning Support
- Keyport IT RDT&E Network Support
- SERMIS Aviation Logistics
- Keyport MK30 Underwater Target O&M
- NSWC Panama City, IA & Cyber Security –APAS
- SPAWAR Systems Center Pacific Office of the Chief Engineer (CHENG)

PROGRAM MANAGEMENT AND COMMAND STAFF SERVICES

- PHD Customer Support and Program Management Support
- PHD Management Support Services
- SSC LANT Technology Support (Liberty-INDUS JV)
- SSC Charleston Chief of Staff Support (Cooper)
- PMW 740 FMS International C4I Integration Support
- PMW 170 Communications and GPS Navigation Support
- SPAWAR 8.0 Corporate Operations Support (formerly prime OOA)
- PMW 120 Battlespace Awareness and Information Operations Admin Support
- Keyport Admin

FINANCIAL MANAGEMENT SERVICES

- PMW 130/160 Information Assurance and Cyber/Tactical Networks Business Financial Management Support
- Navy Comptroller ERP Support
- PHD Finance
- Navy Financial Improvement Processes (FIP)
- Keyport Program Management/ Financial Management
- CNSP Financial Admin and Management Support
- NUWC Newport Finance and Admin



INDUS Management Capabilities

- Contract Management
 - Accessible, experienced managers who proactively respond to requirements
 - An employee-centric culture that results in confident performers who take initiative
 - ISO 9001:2008 registered and certified with proven management processes
 - MSRs and Financial Reports that are personalized for specific customers
 - Conscientious indirect rate control results in reliable cost projections and efficient use of customer funding
- Subcontractor Management
 - Demonstrated success leading teams of large and small businesses
 - Integrated team (Seamless) approach with fair treatment of subs – open Team communications
- Transition
 - We have successfully transitioned ten prime contracts of \$5M to \$60M+ size in recent years with fully satisfied customers
 - We care about the people
 - Voted "Best of the Best Companies To Work For" 8 years running by the San Diego Work Force Partnership
 - Ensure transition of incumbent employees with equal or better benefits



Summary

- Broadly capable company with numerous Prime and Sub contracts at Warfare Centers and Systems Centers
- Experienced managers with demonstrated success leading teams of large and small businesses
- Personnel on staff with the qualifications, education, experience and knowledge to do the job
- Service Disabled Veteran Owned Small Business with strong financials and infrastructure
- Solid customer reputation for outstanding performance
- Consistently voted one of the “Best Companies To Work For”



INDUS Key Customers

- Space and Naval Warfare Systems Command (SPAWAR)
 - Program Executive Office C4I
 - SPAWAR HQ
 - SPAWAR (SSC-PAC)
 - SPAWAR (SSC-LANT)
- JTRS JPO
- Commander Naval Surface Pacific (CNSP)
- Naval Sea Systems Command (NAVSEA)
 - NSWC Port Hueneme
 - NUWC Newport RI
 - NSWC Panama City
- Naval Air Systems Command
- Navy Financial Management Office (FMO)
- Department of the Navy
- U.S. Marine Corps
- Department of the Army
- Department of the Air Force
- GovWorks
- SOCOM



INDUS Teammates

- Accenture
- AdvantEdge
- Aegir
- Alutiiq
- SA-TECH
- ARINC
- ASC
- Avineon
- BAE
- Boeing
- Booz Allen Hamilton
- CACI
- CAPSTONE
- Centech
- CGI
- CSA
- CSC
- DCS
- Deloitte
- DRC
- ESN
- Epsilon Systems
- GCCS
- General Dynamics – IT
- ICI
- IntegrITS
- KRATOS
- Kros-Wise
- L3
- LCE
- Liberty Business Associates
- Lockheed Martin
- McKenzie
- MCR
- Northrop Grumman
- Oceaneering
- Pragmatics
- ProSoft
- QI Solutions
- QPMA
- SAIC
- Sentek
- SERCO
- SRA
- STG
- The Columbia Group
- URS – EG&G
- Valkyrie
- VPSI
- VT – MilCom
- Wyle Labs



INDUS Noteworthy

- Best Companies to Work For, San Diego Work Force Partnership,
 - 2002; Finalist 2003, 2004; Winner 2006, 2007; Finalist 2008, 2009, 2010, 2011, 2012, 2013, 2014, 2015
- Family-Owned & Closely-Held Business Awards - EST Technology Innovation Award
 - San Diego Business Journal, 2008; Finalist 2009
- Emerging Family Business of the Year
 - San Diego Business Journal, 2006
- Fastest Growing Company in San Diego
 - San Diego Business Journal, 2002, 2003, 2004, 2005, 2006, 2007, 2008, 2009, 2010, 2011



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CONTINUING TO SERVE OUR CUSTOMERS AND NATION WITH PRIDE

