

# INDUS At A Glance

January 2019

Balanced Capabilities ... Proven Past Performance



# Company Profile

- Government Support Services for 21 years
- Partially Employee Owned
- Service Disabled Veteran Owned Small Business (SDVOSB)
- Contracts Portfolio Include:
  - Seaport-e (Multiple Navy Task Orders)
  - Seaport-NxG
  - SSC LANT Program Management/ILS (PMILS)
  - SSSC Pacific SATCOM ISEA
  - SSC Atlantic Command-Wide Administration and Financial Support Contract
  - GSA Professional Services Support (PSS)
  - ARMY ITES
- ISO 9001:2015 Registered and Certified
- INDUS is fully compliant with the requirements of NIST 800-171 and DFARS Clause 252.204-7012

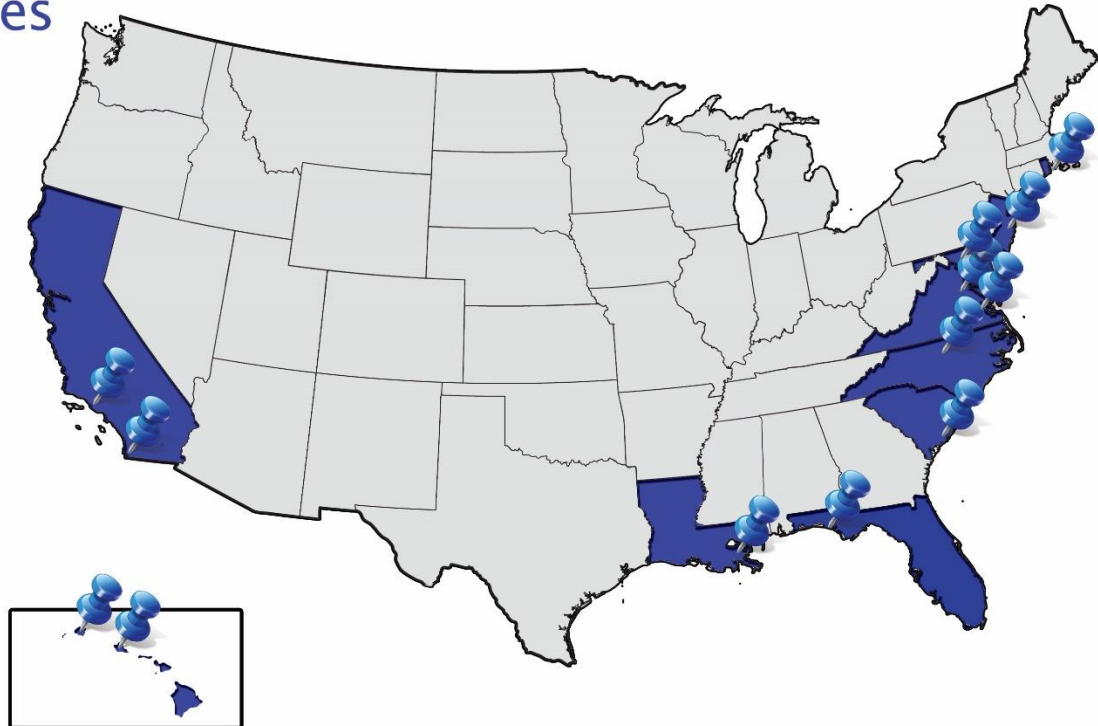
# Site and Support Locations

## United States

- ★ San Diego, CA
- ★ Port Hueneme, CA
- ★ Charleston, SC
- ★ Panama City, FL
- ★ Newport, RI
- ★ Pearl Harbor, HI
  - Norfolk, VA
  - Washington DC
  - New Orleans, LA

### Legend

- ★ Offices
- Support



## And Other Global Locations Including:

- Saudi Arabia
- Japan
- Guam



# 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 & MK 48 Underwater Targets O&M
- Test, Handling, Support Equipment O&M
- Shore Communications Systems Engineering
- Inventory and Warehouse Management
- Configuration Management
- Help Desk/CASREP Services
- SATCOM Communications Services
- Engineering Assessments and Technical Analysis
- Information Assurance and Cyber Security
- NIST 800-171 Compliance Assessment Support

## 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
- Program Lifecycle Cost Estimate (PLCCE) Modeling
- Financial Tools Implementation (ERP, MOCAS, STARS, PRISMS)
- POM/PR Processes

# Proven Past Performance

## ENGINEERING AND IT SERVICES

- NUWC Keyport Code 25, San Diego Detachments
- NUWCNPT Weapons Analysis Facility (WAF) Code 85
- NSWC PHD CSISEA
- SPAWAR, PMW 790 Shore and Expeditionary C4I Engineering Integration Support
- NUWC Keyport Information Tech
- SPAWAR PMW 130/160 Installation Planning Support
- NUWC Keyport IT Network Support
- FISC Norfolk SERMIS Aviation Logistics
- NUWC Keyport MK30 Underwater Target O&M
- NSWC Panama City, IA & Cyber Security – APAS
- SPAWAR Systems Center Pacific Office of the Chief Engineer (CHENG)
- SSC LANT Navy Expeditionary Combat Command (NECC) Help Desk and CM, Master Library Management Library Support
- NUWC Keyport Detachment Pacific Detachment Support Services

## PROGRAM MANAGEMENT AND COMMAND STAFF SERVICES

- NSWC PHD Customer Support and Program Management Support (CSPM)
- NSWC PHD Management Support Services (MSS)
- SSC LANT Admin, Financial Technical Support
- SSC LANT Charleston Chief of Staff Support
- SPAWAR PMW 740 FMS International C4I Integration Support Services (IISS)
- SPAWAR PMW 170 Communications and GPS Navigation Support
- SPAWAR 8.0 Corporate Operations Support
- NUWC Keyport Administration
- NUWC Keyport Detachment Pacific Detachment Support Services

## FINANCIAL MANAGEMENT SERVICES

- SPAWAR PMW 130/160 Information Assurance and Cyber/Tactical Networks Business Financial Management Support
- Navy Comptroller ERP Support
- NSWC PHD Finance
- NAVSEA, Navy Financial Improvement Processes (FIP)
- NUWC Keyport Program Management/ Financial Management
- Commander Naval Surface Forces, Pacific Fleet (CNSP) Financial Administration and Management Support
- NUWC Newport Finance and Administration
- NUWC Keyport Program and Financial Management

# 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 9001:2015 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 \$80M+ Size In Recent Years with Fully Satisfied Customers
  - We Care About The People
    - Voted "Best Of The Best Companies To Work For" 9 Years Running by the San Diego Work Force Partnership
    - Ensure Transition of Incumbent Employees with Equal or Better Benefits
- INDUS is fully compliant with the requirements of NIST 800-171 and DFARS Clause 252.204-7012

# Summary

- Broadly Capable Company with Numerous Prime and Sub Contracts
- 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
- SDVOSB 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)
  - SPAWAR HQ
  - Program Executive Office C4I
  - SPAWAR (SPAWAR Systems Center -Pacific)
  - SPAWAR (SPAWAR Systems Center - Atlantic)
- Naval Sea Systems Command (NAVSEA)
  - NSWC Port Hueneme Division
  - NUWC Keyport Division
  - NUWC Newport Division
  - NSWC Panama City Division
  - HI Detachments
- Commander Naval Surface Pacific (CNSP)
- Navy Financial Management Office (FMO)
- Department of the Navy (DoN)
- U.S. Marine Corps
- Department of the Army
- Department of the Air Force
- GovWorks
- Department of Energy
- Department of Interior
- Central Intelligence Agency





# INDUS Teammates

- Alion Technology
- Booz Allen Hamilton
- CACI
- Epsilon
- ESN
- General Dynamics – IT
- GVI
- Highbury
- ICI
- JSL
- Kratos
- Kros-Wise
- Liberty Business Associates LLC
- Lockheed Martin
- MRC
- MTI
- Phoenix International
- PQMA
- QI-Solutions
- SAIC
- Sentek
- Serco
- SNS
- STF
- VSolvit

The above list is a sampling of companies that we currently team with on various projects.

# INDUS Noteworthy

- Best Companies to Work For, San Diego Work Force Partnership,
  - 2018, 2015, 2014, 2013, 2012, 2011, 2010, 2009, 2008, 2007, 2006, 2004, 2003, 2002
- 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, 2011, 2009, 2008, 2007, 2006, 2005, 2004, 2003, 2002



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