

GREAT FALLS APEX GOVERNMENT CONTRACTING STRATEGIC SERIES: How to Register with Northrop Grumman and Create a Capability Statement



This APEX Accelerator is funded in part through a cooperative agreement with the Department of Defense.



Overview of Training



Register ▶

Northrup Grumman

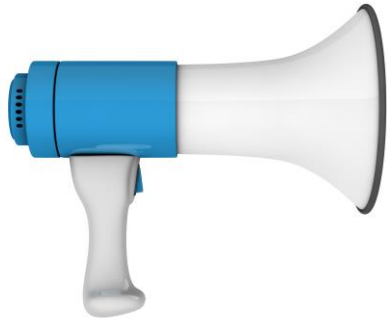
- Why Register?
 - ✓ Prime Contractor - Sentinel Project
 - ✓ Vendor List
 - ✓ Up to 2 year process
 - ✓ Not on List, No Contract!
 - ✓ NG has sub-contractors
 - ✓ Register w/other partners

Register ▶

Northrup Grumman:

- How/Where
 - ✓ Complete the SIF Cheat Sheet (Excel Doc)
 - ✓ Start at - <https://www.northropgrumman.com/Suppliers/Doing-Business-with-Northrop-Grumman>
 - ✓ Complete the Suppliers Information Form
 - ✓ Receive an Invitation to register
 - ✓ Download NG Supplier Registration Guide
 - ✓ Complete your Capability Statement

What is a Capability Statement



➤ Purpose

- Communicates Experience, Confidence, Value
- It's not what you sell
- It's not your certification status

➤ Your Company

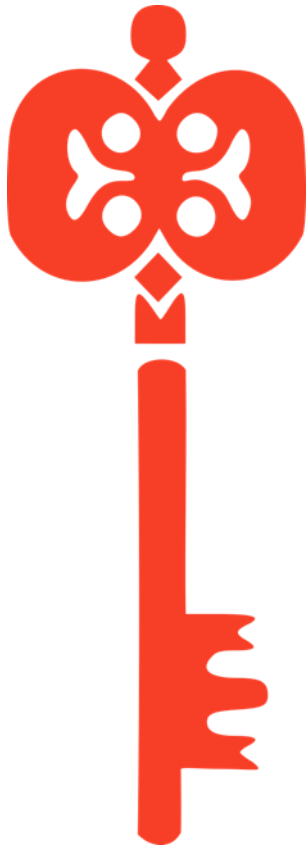
- A Marketing Resource
- Picture of Company
- Who, What & Value



Basic Practices

- Don't Focus on looks/Focus on Communication
- 6 Seconds to make an impression
- Anyone can create a Cap statement
- Connecting Gov't Marketing Strategy with Business Marketing Strategy





Key Areas

- Core competencies and capabilities
- Differentiators
- Past performance
- Corporate data
- Contact information
- Mission & Vision

Core Competencies

- Short introductory statements.
- Key word focused.
- Represents core expertise.
- Tailored to the target audience.





Differentiators

- What sets your business apart
- Use metrics - competence & capacity.
- Tell the story of your success



Past Performance

- List past customers
- Prioritize related agency
- Choose relatable projects
- No Federal work???



Company/Corporate Data

- Include Company Description
- Service Area
- Include Notable Successes
- Have hard copy, digital (PDFs) available.

Contact information

UEI/Cage
Code

Federal
Certifications

NAICS Code

Accept Credit
& Purchase
Cards

Name - POC

Address &
Phone

Website &
Email
address

Core Competencies

Anthony Timbers LLC provides a variety of cybersecurity and digital services in the Washington, D.C. Metropolitan area and nationally, delivering quality services to the Federal and Commercial sectors.

Anthony Timbers LLC specializes in providing cybersecurity and digital services including:

- Penetration Testing
- Software Assurance
- Vulnerability/Risk Assessments
- Cybersecurity Policy Creation
- Patch Management
- Network Monitoring
- IT Security Planning/Implementation
- Managed Cybersecurity Services
- Website Design Services

Differentiators

Our customers recognize the value of our extraordinary cybersecurity services because we provide:

- Only certified cybersecurity/IT professionals with a minimum of a Security+, Network+, CCNA, CCNP, CISA, CEH, CHFI, AWS Cloud Practitioner, AWS Security Specialist
- Quality deliverables by utilizing a Quality Management System (QMS) based on ISO 9001 for every project we undertake
- Cloud-based security solutions that require minimal in person interaction while still maximizing the security measures that are implemented
- Employees that are cleared to work with the government
- Over a decade of combined Cybersecurity/IT experience.

Past Performance

Department of the Army & Harmonia Holdings Group (Prime). Subcontract #W56JSR-17-D-0004. Timeframe: January 2020-September 2020. Assessed the source code of various applications from the Army to make sure that they were free of vulnerabilities and make recommendations on how to fix discovered security threats. Contact: Todd Sternberg, Senior Technologist - Cyber Security, tsternberg@harmonia.com, 703-901-4587. Gary Perry, Software Assurance Project Manager, 443-861-9113, DSN 848, gary.w.perry.civ@mail.mil.

Prince William County. Timeframe: October 2020-Present. Currently performing on Contract #5061171 which involves performing a number of web design, cybersecurity & IT infrastructure related services to small businesses in Prince William County. Services that could be rendered include website design/redesign, Vulnerability Assessments, Risk Assessments, Creation of Cybersecurity Plans, Implementation of various Cybersecurity tools, assistance with migration to the Cloud, and various other cybersecurity related tasks. Contact: Erika Bukva, Lead Procurement Officer, ebukva@pwc.gov, 703-792-4661.

The Multistate Partnership for Prevention. Leads Cybersecurity & HIPAA Compliance effort for a nationally used healthcare application known as PrepMod. Timeframe: July 2020- Present. Contact: Tiffany Tate, CEO, tiffany.tate@multistatep4p.com, 443-570-4858.

Xeryus. Timeframe: July 2020 - August 2020. Conducted a risk assessment and a GAP analysis for their client based on NIST 800-171 guidelines. Contact: Eugene Floyd, Technical manager, efloyd@xeryus.net, 713-530-0858.

Immigrant Legal Resource Center. Timeframe: July 2020 - August 2020. Conducted an internal and external security assessment of the organization via penetration tests and vulnerability scans. Contact: Kat Kimmons, Senior Manager of IT, kkimmons@ilrc.org, 510-495-7119.

Cino Security Solutions LLC. Timeframe: February 3rd 2020-Present (Ongoing). Perform External Penetration testing for various companies on behalf of Cino Security Solutions LLC. Contact: (516) 932-0317, info@cinoitd.com.

Capability Statement

Our Vision

After years of experience working with the Federal Government, it is apparent that cybersecurity is not operating at its highest potential. For example, patches are released at a slow pace, security testing (i.e. penetration testing) is not administered adequately and priority is not given to maintaining security compliance. As a result, this leads to undetected attacks transpiring often. Our mission at Anthony Timbers LLC is to mobilize the industry by offering innovative and flexible solutions to these drawbacks. We strive to improve the security posture of the Federal Government to ensure the government and country are kept safe.

UEI: G123CLV123TP CAGE Code: 8FKE0

NAICS:
541512 – Computer Systems Design Services [Primary]

518210 - Data Processing, Hosting, and Related Services

541511 - Custom Computer Programming Services

541519 - Other Computer Related Services

541690 - Other Scientific and Technical Consulting Services

Corporate Information

CERTIFIED
SWaM Small, Women and Minority-Owned
Supplier Diversity Strengthens the Contracting Industry
By the Virginia Department of Small Business & Supplier Diversity

Vehicles: GSA IT Schedule 70 Contract #47QCA21D00BS (54151HACS)

Accept Credit and Purchase Cards

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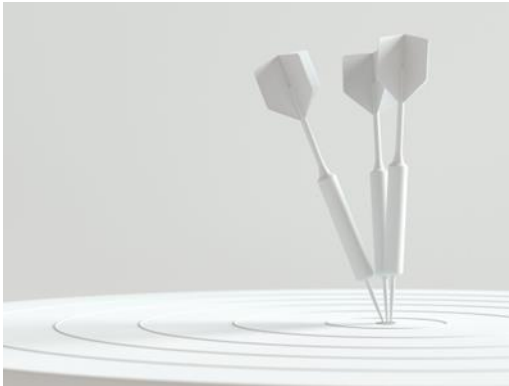


- My company provides ...
- Our core competencies are ...
- We excel at ...
- We are different because ...
- We can help you ...

Roles of Decision Makers

- Small Business Reps (SBR)
- Contracting Officers (CO)
- Program Managers (PM)
- End Users

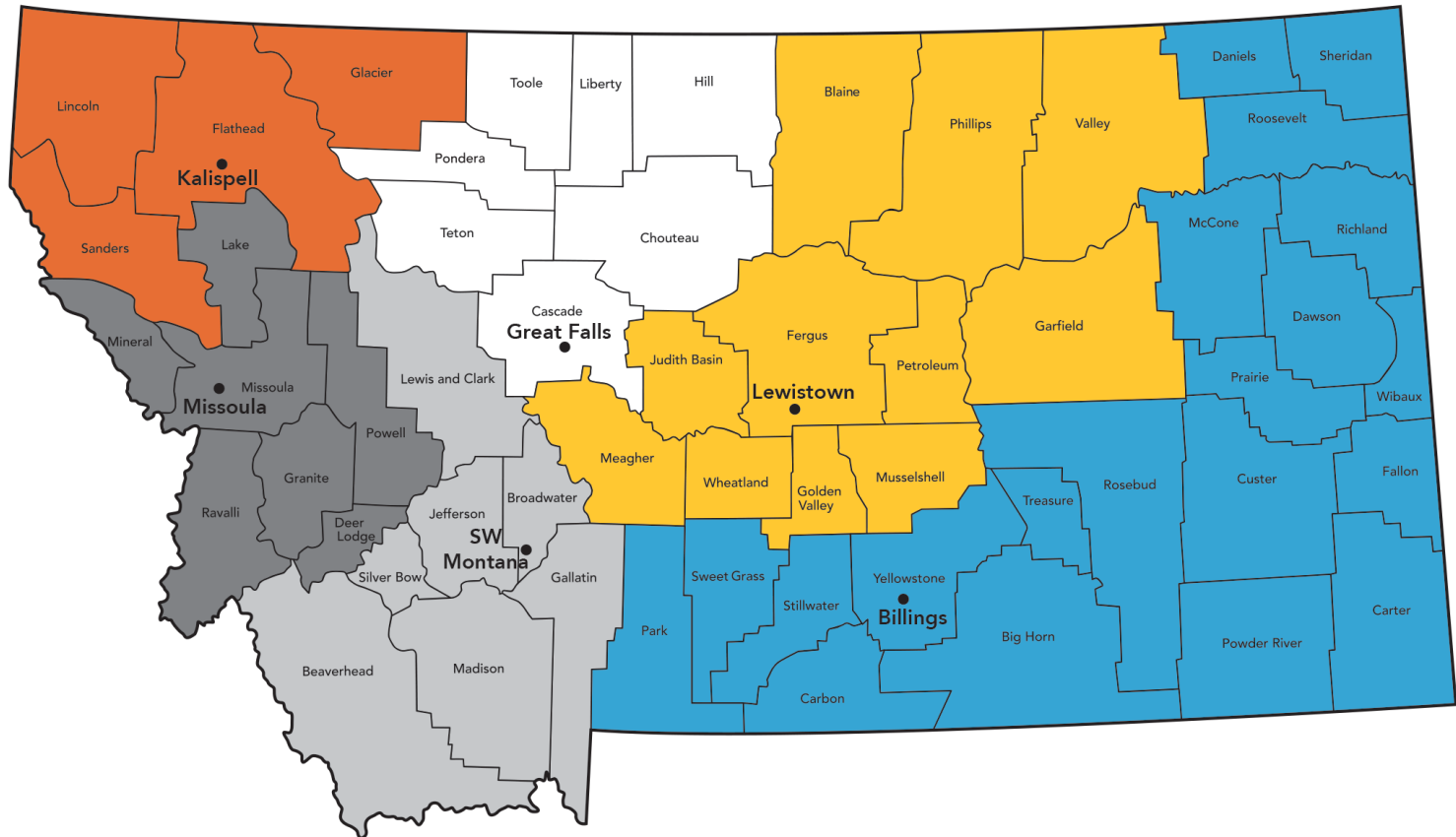




Targeted Messages ...

- Small Business Specialist
"We're a responsible, credible company."
- Contracting Officer
"We're a credible bidder."
- Program Manager
"We're experts."
- End User
"We can help."

Montana APEX Accelerator Locations



Contact Information

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