



# *Regional Pillars*

## **Session 4: 1-14-20**

Corporate Pillars is a program designed to emulate some of the conditions that contributed to success of Silicon Valley.

Essentially, we want to provide an environment where the large organizations become aware of the smaller/growth organizations within the region.

The goals of the program:

- 1) Exposure and Awareness.
- 2) To provide solicited feedback from Pillar organizations to assist the small/growth firm development.
- 3) Generation of interest for lead generation and referrals within circles of influence.

Corporate Pillars is a non-solicitation environment, establishing a comfort zone for the larger organizations to observe and comment freely without pressure.

- Each quarter, we'll conduct a 3-hour session.
- Each 3-hour session will allow 6 companies, 20 minutes each for presentation and Q&A.
- Any on-going discussion and/relationship development will be at the discretion of the participating organizations.

Development and improvement of the program will be based on experiential learning and feedback of the participants.

All information discussed and shared by companies should be consider proprietary and confidential.

Thank you for your interest and participation.

*Dan G. Bell*

President

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# *Regional Pillars*

## Session 4: 1-14-20

### Agenda

- 3-3:30p Arrive, Meet & Greet
- 3:30-3:50p - **IBC Renewables – Ray Crabbs** ----- Page 3-6
- 3:50-4:10p - **DataPrivia – Jon Burger** ----- Page 7-8
- 4:10-4:30p - **Redactable – Amanda Levay** ----- Page 9
- 4:30-4:45p - Break with light refreshments served.
- 4:45 – 5:05p - **xTuple - Wally Tonra and Andrew Barkan**--- Page 10-12
- 5:05-5:25p - **Klett Consulting – Mark Klett** ----- Page 13-17
- 5:25-5:45p – **Broadband Now – Jeff Beekhoo** -----Page 18-20
- 5:45-6p - Open Discussion:
  - Program evaluation discussion.
  - How to improve.
  - What companies would you like to present?

**All Information Contained Is  
Considered Confidential**



## **Chesapeake Integrated BioEnergy Complex**

December 2019

The Chesapeake Integrated BioEnergy Complex (CIBC) is being developed as a facility that will create valuable products from 97% of all waste materials brought to the site. The ingenuity of this complex is not due to an array of new technology, but rather the combination of a series of well proven systems that have not been arrayed or combined in this manner before. This configuration is patent pending and results in a fully integrated eco-industrial park dedicated to the processing, recycling and re-use of the complete municipal solid waste stream (MSW) and other commercial and industrial wastes. CIBC is located on an industrial site already under control by the project developer in Chesapeake, Virginia.

CIBC is nearly project-ready with the following milestones already accomplished:

- 56 acre site owned by company investors;
- Conditional Use Permit already secure for the handling of municipal solid wastes;
- Field engineering has been nearly completed for the MSW materials recovery facility and the insulation/power production systems;
- Highly experienced staffing has been identified and is standing by to commence construction and operations (see attachment A);
- Funding for the construction has been identified with a letter of interest in hand.

The CIBC site has an unusual and very useful set of infrastructure already in place: deep-water transport, three railroad spurs, power sub-stations, natural gas availability and highways, proximity to major metropolitan areas, easy access to buyers, markets, and end-users of the bio-technology products.

CIBC is well advanced in its planning; engineering design and development (to include more than a dozen perfected process patents granted by the U.S. Patent and Trademark Office); purchase of required land; identification of and access to required transport and power infrastructure; sources of appropriate waste products – “feedstock” that would otherwise be sent to landfills; and discussions/negotiations with waste disposal companies as well as local and state governmental bodies and authorities.

The CIBC facility involves the production of zero-sulfur drop-in diesel fuel through the acceptance of solid wastes, extraction of recyclable materials and the conversion of such waste, to the greatest economically feasible extent, using a gasification and F-T technology (see Footnote 1) that will consume virtually all the organic materials and convert them to liquid fuels (i.e., high quality diesel fuel) and F-T waxes with additional bio-products for resale. Plans for the complex include a materials recycling facility (MRF), an aggregates processing facility that will process concrete, brick, cement blocks and similar construction wastes into economically-valuable products, a high temperature inorganics converter and a bio-refinery.

Two associated recycling facilities will support the core biorefinery, providing additional revenue through the generation of tipping fees from waste-product disposal companies and the processing of the variety of waste materials (such as railroad ties, construction debris, tires and plastic products, etc.) into products for sale through industrial or other channels.

The core of the complex is a 20 million gallon-per-year biorefinery, which will convert 350,000 dry tons of organic waste into 14 million gallons annually of renewable zero-sulfur diesel and 6 million gallons annually of F-T (Fischer-Tropsch) waxes<sup>1</sup>.

The Chesapeake location has an existing natural gas pipeline and barge docking facilities. In addition, an existing railway line passes a tank farm less than half a mile from CIBC and includes its own railway sidings at the CIBC site. This deep-water site is connected to the Chesapeake Bay and is

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<sup>1</sup> The Fischer-Tropsch process is a collection of chemical reactions that converts a mixture of carbon monoxide carbon dioxide and hydrogen into liquid hydrocarbons. Such waxes are high-value, typically as much as three times as valuable as, for example, diesel fuels. These waxes have long been byproducts of the refining process and have found wide use in cosmetics and coatings on paper products to enable them to contain liquids. Further, both of these primary products are a part of the performance guarantee and wrap around the technology and the plant.

in close proximity to several large military and naval installations, all of which are potential customers for end products.<sup>2</sup>

CIBC is conservatively expected to generate annual total revenue in excess of \$124 million in current dollars. In addition, the 20+ proven processes incorporated into the project's engineering design are in the process of being patented and, themselves can provide an additional significant revenue stream through licensing fees both in the U.S. domestic and the international markets. A more detailed project financial analysis is an annex to this Memorandum.

It needs to be especially, and importantly, noted that the IBC founding investors have, collectively, invested almost \$10 million to date in support of the engineering, architectural, land acquisition and construction planning for these projects.

In particular, a portion of the investments to date has gone toward the engineering and technical study necessary to move the project to a final engineering level of development.

### **STEM Center & Regional Higher Education**

CIBC has worked extensively with a number of colleges and universities in the region to coordinate a regional STEM center that will be capitalized by CIBC.

Among the educational institutions engaged (to date) are the following:

- Tidewater Community College – teach through live telemetry from each of CIBC's technologies;
- Old Dominion University – R&D in collaboration with CIBC and contractual quality control laboratory;
- Christopher Newport University – engage in their regional entrepreneurial student curriculum;
- Chesapeake Public Schools – provide STEM curriculum support for middle and high school students;
- Local Youth Groups – tours and support of STEM education.

The following attachment is included to identify Key Project Personnel:

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<sup>2</sup> Based on Department of Defense directives, military and naval facilities are potential offtake customers for bio-diesel fuel and specialized waxes, as well as probable market outlets for certain recyclable products.

## KEY PROJECT PERSONNEL

- Ray Crabbs – CEO
  - 50 year career in managing innovation and start-up companies
  - 20 years in the renewable fuels industry
  - 20+ process patent claims in the green economy space
  - 5-15 years working experience with each of the following key personnel
  - Founded New Planet Energy which secured a \$50 MM Department of Energy grant and a \$75 MM USDA loan guarantee for an ethanol plant in Florida before the technology & project were purchased by INEOS Bio
- Tex Carter – COO
  - 40 years experience in the field of planning, building & commissioning of chemical plants & refineries which include refineries in Saudi Arabia and most recently a diaper manufacturing plant in Thailand
  - 20 years with Fluor Corporation building refineries & chemical plants
  - Continuous (and increasingly) senior positions with major engineering companies throughout his career
- Andy McFie – Managing Member, IBC Properties
  - Owns and manages several real estate properties in Tidewater area of Virginia and several properties in Rocky Mount, NC
  - Largest investor in CIBC and personally guaranteed the purchase of the Chesapeake CIBC site
  - US Navy Chief, with 14 years of service in fuel handling, distilling plants, boilers, electrical plant generation and main propulsion turbines
- Kevin Herb – Senior Vice President, Feedstock Operations
  - 30+ years with Republic Services and predecessor companies in senior sales positions
  - 12 years as founder of Broad Run Recycling and EDS Hauling – today a \$20 MM+ operating company
  - Served 2 years as the President of the Construction & Demolition Recycling Association – the C&D trade association
  - Extensive experience in sales & management of waste processing facilities
- Max Johns – Manager, Feedstock Operations:
  - 30+ years with Republic Services and predecessor companies
  - Extensive experience in producing safety manuals and training personnel regarding safe operating practices
  - Manager of a series of solid and vegetative recycling facilities
  - Substantial ‘hands-on’ experience in recycling facilities operations



# DataPrivia, Inc.

## Cyber Security and Technology Services

### Company Detail

- DataPrivia was founded in 2010 as a Cyber Security consulting firm.
- Incorporated in 2013.
- Current Managed Services regions are Central Virginia, Tidewater and Richmond.
- Professional services are provided throughout the US and Canada.
- DataPrivia is a profitable organization and growing on average of 20-25% annually.

### Capabilities

- Governance, Risk and Compliance
- Professional Services
- Managed Services
- Business Intelligence and Application Integration

### Market Differentiators

- DataPrivia provides complete Cyber Security and Compliance services
- This allows us to manage the complete security lifecycle
- We stay with our customers long term managing their compliance, technology and business processes
- DataPrivia has a depth of knowledge that allows us to augment our customers capabilities

### The Competition

- We do not compete with other organizations
- Our growth has been organic
- Our growth has been a result of our customers referrals
- Why do we grow consistently?
- We have developed a culture that customers want to be a part of
- We are sought out by talented individuals who want to be a part of DataPrivia
- We focus on serving our customers, get that right and the growth will happen despite our competition

### Governance, Risk and Compliance

- DataPrivia provides Compliance and IT solutions for organizations that have special mandates governing their business.
- Governance, Risk and Compliance
- DataPrivia has a legal team that addresses the issues associated with compliance.
- We maintain a staff of compliance experts including a Certified ITAR Expert, CISSP, GIAC certified security experts, Disaster Recovery & Business Continuity certified experts
- Our compliance team develops policies and processes required to become compliant with complex mandates
- Our engagements typically begin with an assessment of current policies and procedures
- Assessments are performed for validation of compliance for mandates such as ITAR, DFAR, CMMC, HIPAA, PCI, FERPA, GDPR, GLBA and others
- Mandate requirements are mapped to NIST standards

## **Professional Services**

- Cyber Security
- Technical Security Assessments and Testing
- Secure Network Architecture Design
- Implementation of Security Controls
- Secure Technology Solutions
- Systems, Network, Telecom, WiFi, Cloud Solutions (AWS, Azure and GCP), Systems Virtualization
- Process Development
- Disaster Recovery, Secure Backups, Vulnerability Management, Security Monitoring and Response, Social Engineering testing
- Training and Development

## **Managed Services**

- Complete managed IT and Security solutions
- DataPrivia provides onsite technicians
- 0-100% managed IT managed services
- Managed Security Services
- Vulnerability Management, Security Controls Management (Firewalls, Endpoint, IDS/IPS, etc).
- Remote Support Desk
- Managed Backups
- Managed Secure Cloud Services

## **Business Intelligence and Application Integration**

- Data Visualization
- Custom API Development
- Application Integration

## **Who are our ideal customers?**

- They have complex mandate requirements
- Government Supply Chain Providers – ITAR, CMMC, NIST 800-171, DFARS
- Medical Providers - HIPAA
- Financial Services – PCI, GLBA, FFIEC, Sarbanes Oxley
- Higher Education – FERPA, PCI, HIPAA, GDPR
- No mandates but other complexities
- ISO 27001 and 27002
- Best practices are assessed against the NIST Cyber Security Framework and Critical Security Controls
- Very complex networks, systems and applications

## **Challenges**

- Talent Acquisition
- Finding solid, qualified and experienced people who share our passion and business values is always a challenge
- We will slow down our growth to make certain we have the right people to serve our customers.



**Redactable, Inc.**

Contact: Amanda Levay

Phone: 929-313-4946

Email: [amanda@redactable.co](mailto:amanda@redactable.co)

Date: 12/11/19

Website: [www.redactable.co](http://www.redactable.co)

**Management:**

CEO/CTO: Amanda Levay

Lead Engineer: Anshul Pareek

General Counsel: Tim Bortree, Esq.

**Industry:** Enterprise, B2B, Regtech

**Number of Employees:** 3FT, 1PT

**Year Company Founded:** 2018

**Legal Structure:** Delaware C-Corp.

**Business Description:**

Redactable helps legal and compliance departments permanently redact their documents right from their browser.

**Value Proposition:**

Our automated redaction platform reduces human error, increases productivity and ensures that the redactions cannot be uncovered at all. Companies have been sued for failing to properly redact their files and we help mitigate that risk.

**Company Background:**

Redactable was founded in July 2018 by Founder Amanda Levay. Amanda realized the problem of redacting documents when she worked in finance and had to manage confidential client data such as SSNs and W2's. She designed the system architecture for the web-application.

**Management:**

Amanda Levay, CEO/CTO. Started first tech startup at 19, 8+ years experience. Finance background originating commercial loans for PE and hedge funds. Full time.

Anshul Pareek, Lead Engineer. 10+ years as a senior full-stack software engineer. Full-Time

Naveen Bangwal, Full-Stack Engineer. 5+ years as a full-stack software engineer. Full-Time

Tim Bortree, General Counsel. Over 20+ years experience as a patent attorney and inventor. Part-Time

**Products/Services:**

Redactable's patent-pending web application allows corporations to permanently redact their documents right from their browser. No downloads or plugins required. Redaction software that currently exists are outdated desktop applications that are not robust enough for today's modern business practices. We offer a sliding scale SaaS model based on document volume from \$199 per month/seat to \$499 per month/ seat as well as an on-premise enterprise licensing model.



## **About xTuple**

Founded in 2001, xTuple (rhymes with quadruple), is an enterprise resource planning (ERP) platform designed to address the challenges specific to manufacturers at every stage of growth and level of complexity. Used by a wide range of companies dependent on inventory management, logistics, and production, xTuple is dedicated to service excellence throughout a customers' lifecycle.

A robust, scalable and accessible platform, xTuple helps manufacturers improve productivity and performance to achieve sustainable growth and profitability.

## **Products & Services**

xTuple provides an enterprise-level platform hosted on-premises or in the cloud. xTuple understands ERP cannot be piecemeal and that effectively managing every aspect of a manufacturing operation requires the breadth of tools available, so clients have use of the entirety of the platform with the ability to implement and/or customize modular packages as needed to scale with the needs of their operation.

The platform is comprised of comprehensive tools to manage the following key areas:

Accounting & Finance □ CRM & Sales □ Inventory Management □ Manufacturing □ Purchasing □ Tax Management (integration with Avalara) □ Time & Projects

In addition to implementation and technical support, xTuple offers professional services for additional training and customizations.

## **Customers**

xTuple works with companies of every size and operational complexity - from the simplest to the most advanced products and processes, our customers rely on the xTuple platform to manage operations, streamline supply chain processes and grow their business profitably. Our clients represent a cross-section of industries among them manufacturers, resellers and distribution companies specializing in a range of segments including food processing, building materials, electronics components, metal fabrication, and many others.

## **Market Overview**

Outlook for xTuple is highly favorable. Output in the manufacturing industry is growing steadily; estimates project growth from \$6.1 T in 2018 to \$7.1 T in 2028. According to the U.S. Labor Bureau, there are approximately 356,046 manufactures in the United States, all but 4,000 are considered small, employing less than 500 people. Nearly 50%, or 166,178 operate in categories where xTuple creates the greatest value. This size serviceable addressable market, places xTuple in a solid position to achieve considerable growth over the next 24 to 48 months.

## **Differentiation**

In addition to a technical focus on the tactical needs of manufacturers, key differentiators include:

1. xTuple knows its place. We do not position ourselves as “everything to everyone,” but are highly specialized, focusing on the larger small to medium sized manufacturing market, addressing specific pain points and helping them understand and refine their processes and workflows; we seek partners, not customers.

2. A modular, scalable approach that makes xTuple more accessible than any equally robust solution both from the cost and implementation standpoint;
3. xTuple has streamlined our process, allowing us to offer accelerated implementation with go-live dates in as little as 90-days; and
4. xTuple is not afraid to address the elephant in the room; from Day 1, our team leads with implementation to effectively manage expectations. Our dedicated Customer Success team ensures no one is ever left hanging.

### **Competition**

As the xTuple platform provides a comprehensive solution, we compete with the largest providers in the ERP space including SAP, Epicor and MS Dynamics on the high end of features and cost spectrum and Acumatica, Odoo and Fishbowl on the lower end. However, xTuple has a clear advantage beyond features, benefits and cost; xTuple is the only leading system offering accelerated implementation to go-live in as little as 90-days.

### **Marketing Strategy**

xTuple has recently undergone a brand refinement to align messaging with target audiences including launching a new website, refining the brand aesthetic and introducing Core Values that speak to our commitment to Customer Success and Results for our customers and company. xTuple drives demand and lead generation through an integrated strategy designed to push qualified traffic to industry-, benefit, and offer-specific landing pages through digital and direct channels. A robust content strategy supports our position as Subject Matter Experts in the area of manufacturing ERP and serves as the foundation of public relations, social media and direct marketing efforts. While the xTuple platform is functional and valuable across manufacturing and distribution, as we prepare for the launch of key integrations and product / feature releases our approach is account based and highly targeted, focused on testing positioning to key influencers and decision-makers.

### **Sales Strategy**

Consistently achieving year-over-year growth, the xTuple sales team is comprised of manufacturing and ERP subject matter experts, giving us the ability to help prospective customers quickly identify and understand their needs. Supported by an automated lead nurturing program and Sales Development Representative driving the education and qualification process, the xTuple sales team manages MQL through in-depth discovery and demonstrations with a focus on ascertaining desired go-live dates. Demos are tailored to present the most relevant tools with recommendations and commentary relating to effective measurement and financial ramifications; in essence explaining why specific key performance indicators (KPI) should be watched for the greatest impact to productivity, performance and profitability.

### **Growth Plans**

Since its founding, xTuple has achieved consistent growth, as an open source solution and promoting the use of the breadth of its platform as a single-source solution. In 2019, xTuple made several adjustments to begin a shift that will take the company into the future, including changing our licensing model, discontinuing a free entry-level product, steering away from open source to provide an enterprise level solution including key integrations with far reaching impact to the target audience. Currently, xTuple is integrated with the industry-leading Avalara Tax Management system. In late Q1, xTuple will launch an integration with QuickBooks Desktop and in Q2/Q3 with Shopify and other e-commerce systems. These integrations and changes set the foundation for the release of a cloud-based SaaS subscription model that in addition to the integrations outlined here, will be integrated with QuickBooks online edition.

### **Challenges to Growth**

While xTuple has seen steady and consistent growth throughout its lifetime, 2019 was a year to establish a foundation from which to pivot. Historically an open source software positioning to the entire manufacturing industry, xTuple is now a highly specialized enterprise-level solution focused on specific segments as outlined above. This has naturally presented multiple challenges, primarily in retaining long-term customers driven by development and their desire to focus on the customization allowed by open source technology. As the company emerges from a repositioning in brand and product, the primary challenge will be effectively communicating our place in the market and manufacturing-specific features and benefits.

### **Opportunities**

As xTuple enters a new year, new decade and new place in the market, we believe the greatest opportunities will materialize through growth in market share in key verticals where prospective users are employing QuickBooks Desktop and /or seeking manufacturing-specific solutions. We believe additional opportunities will materialize as a result of planned strategic partnerships and the ongoing release of enhanced features, integrations and products.



*Mark Klett, CEO & Founder*

## *Corporate Pillars Program Strategic Overview*

### **Company Overview**

Founded in 2002, KCG is a Service Disabled, Veteran Owned, Small Business headquartered in Virginia Beach.

KCG's mission is to provide innovative solutions to our client's most complex challenges. We meet these challenges with highly professional services while sustaining our culture of excellence. KCG brings knowledge, experience, and capabilities required to successfully manage and execute the many needs of an evolving and dynamic business environment.

Our commitment to our clients and partners is to provide professional solutions and rapid responses to various technical challenges. KCG is continually developing innovative, agile, and proactive approaches and solutions to assistance our clients deliver capabilities that allow them to achieve success.

### **Products & Services**

KCG utilizes a unique business model that provides our clients with the right products and services through the management and leveraging of our experienced, technical talent pool of subject matter experts (SMEs).

KCG has significant experience and involvement in program management, system interoperability, integrated network architecture, as well as Navy and Joint Command and Control systems.

KCG has a well-earned reputation of capitalizing on our technical knowledge, professional experience, and access to a network of industry and government SMEs. We deliver solutions to the greatest technological challenges our clients face today through responsive, on time, on budget deliverables, and contract fulfillment.

### **KCG services include:**

- Systems Engineering Enterprise Architecture Mission Engineering
- Broadband Consulting
- Additional services offered: Mission Resources Alignment
- Methodology (MRAM) Computer Systems Design Services Office Administrative Services
- Cybersecurity & Security Engineering Test & Evaluation
- Program Management
- IT Governance & Risk Assessment
- Computer Facilities Management Services
- Admin/General Management Services

## **Our Customers**

- Department of Defense (DoD) Joint Staff
- Military Sealift Command (MSC)
- Naval Sea Systems Command (NAVSEA)
- Department of Homeland Security (DHS)
- Federal Emergency Management Agency (FEMA)
- U.S. Fleet Forces (USFF) Commander Operational Test and Evaluation Force (COTF)

## **Our Market**

- KCG's market consists of: Federal Government Military/DoD
- State Government, Government Contractors
- Local Government Civilian Agencies
- KCG supports rural broadband development and high-speed broadband implementation.

## **What Makes KCG Unique**

Our prompt, professional services coupled with our company culture makes KCG exceptional. KCG's corporate culture is unique in today's business environment: we celebrate our people while serving our clients. This approach creates a demand for KCG's Team of Professionals and their innovative solutions when coupled with a commitment to our clients.

At KCG we value our employees and celebrate them first and foremost. KCG strives to make our employees feel inspired, accepted, and appreciated.

KCG has been recognized with numerous rewards, most recently:

2019 Best Places to Work by CoVa Magazine  
Competition

2019 Top Workplaces by Inside Business

KCG's main competitors are other technical and engineering focused small businesses as well as large and small defense contractors.

## **Technology Strategy**

Part of KCG's technology strategy is to balance capabilities and security – we often act as a technology translator for our clients and partners. This includes using emerging technology to implement best practices more efficiently, while at the same time enabling clients to better understand their security environment and associated threats.

KCG offers numerous procedures for updating client's IT systems (computers, software and networks) as well as tracking current and evolving technology demands and needs. KCG can provide "Secure Suite" tools that allow us to evaluate, plan and secure client's cyber processes. Due to the dynamic and ever-evolving security requirements in businesses, KCG is vigilant and guarded in which technology and services we utilize and offer clients, especially where sensitive data is involved, whether classified or proprietary. KCG follows industry-leading technology standards, including National Institute of Science and Technology (NIST) publications, Defense Federal Acquisition Regulations (DFAR) requirements, and other emerging cyber security standards.

## **Marketing Strategy**

KCG marketing incorporates an All-Hands approach. Our dedicated and client-committed Team of Professionals help create a high-demand for KCG's services and products. We formed a KCG Marketing & Innovation Team in 2017 with a goal to oversee research, modeling, planning, and the execution of strategic efforts to assist in the growth of KCG.

The Marketing & Innovation Team is an action-based team that understands process-based efficiencies, how to output revenue generating products and services, and actionable methods to maximize the innovation, support, and achievement of company goals.

The Marketing & Innovation Team has improved and expanded KCG's use of social media platforms. The goal is to boost the KCG brand by increasing awareness of KCG achievements while supporting our corporate culture and values.

KCG is steadily increasing our presence on four social media platforms: LinkedIn, Facebook, Instagram, and Twitter.

KCG was awarded Best Communication by Inside Business Top Workplaces 2019.

## **Corporate Strategy**

KCG conducted a senior management offsite in December 2016 with the goal of creating a strategic roadmap and strategy.

The results of that offsite and ensuing meetings was the publishing of the KCG Strategic Plan in the spring of 2017.

The agreed upon mission going forward for KCG was "...to provide innovative solutions to our clients' most complex challenges through our professional advisory and support services while sustaining our culture of excellence...".

Agreement by our management team included a focus on our core competencies: Commitment to

Excellence – Quality

Principles of CIA: Confidentially, Integrity, Availability Responsive

Reliable Adaptable Scalable Professional

KCG commitment to growth and expansion included end-strength goals as well as diversifying revenues across government and commercial markets. To support this expansion, a focus was undertaken to improve our brand and infrastructure. Backing this expansion involves the following priorities:

KCG has a quality workforce. Expanding our workforce while improving our level of expertise in new business areas in a key priority.

KCG is known for its proven performance on significant projects. Enhancing our brand and brand awareness is a component of our vision to expand and diversify revenue.

KCG growth has been enabled by its efficient infrastructure. As KCG expands, we will plan to incorporate new business practices to better support while streamlining our foundation for sustained growth.

Our roadmap includes a commitment to partner with trusted peers to assist our growth, expose us to clients, and aid entrance into new markets.  
Take full advantage of small business set aside contracting opportunities Utilize a small business mentorship program to facilitate our growth.

“CREATING THE FUTURE” is not only KCG’s mantra, it is a vital component of our strategy to deliver services across diverse business domains. KCG is driven to provide a customer-focused, results-oriented approach. Our capabilities are based on the effective integration of multiple specialties that help us ensure timely delivery of required products and services.

**Intellectual Property**

KCG does have intellectual property but it cannot be shared or disclosed. KCG also has new intellectual property currently in development.

**Growth Plan**

Key Objectives

Expanding our workforce while improving our level of expertise in new business areas KCG's goal is to reach 200+ employees by 2022.

Enhancing our brand, consistency and awareness is a component of KCG's vision to diversify revenue. KCG growth is enabled by its efficient infrastructure. As the company expands, we will plan and execute the development of our foundation for sustained growth.  
Needs to help KCG continue to grow

Acquiring more partnerships, gaining more prime contracts, and continually diversifying our business portfolio.

KCG Growth 2017 - 2019

New Hires

2017 - 10

2018 - 23

2019 - 20

Employee Retention 2017 - 84%

2018 - 79%

2019 - 80%

**Challenges**

Expansion of our business development.

Being competitive for local government contracts, especially with the City of Virginia Beach. Expansion of our broadband consulting business.

Recruiting the right people for the right jobs at the right time.

Marketing and differentiating KCG's unique cybersecurity credentials, classified experience, and extensive expertise into the commercial arena.

## **Opportunities**

There are several opportunities that KCG is actively pursuing:

High-speed broadband planning/implementation in municipalities within the Commonwealth.

As part of broadband planning, ensuring federally mandated cybersecurity "critical infrastructure" compliance guidelines/requirements are included in network planning. Information Systems Security for current networks in the commercial/municipal domain Cybersecurity/Risk Management education within academia.

Cybersecurity policy development with high level federal government, state governments, and Department of Defense (DoD) decision makers.

**"The best way to predict the future is to create it."**

## OUR MISSION

To *promote economic vitality, enhance quality of life, and strengthen resiliency* for the benefit of all citizens and stakeholders by applying innovative technologies for more efficient networks and services.

## OUR VISION

- Connects us more efficiently
- Creates industries
- Inspires higher learning
- Raises our resiliency
- Improves quality of life for all communities

## WHO WE ARE

We offer a wide range of consulting services to assist municipalities, regional community organizations, and public safety organizations in the expansion of broadband availability and improvement of existing infrastructure utilization.

## OUR SERVICES

- Broadband Analysis and Strategic Planning
- Grant Funding Research and Application
- Network Planning and Engineering
- Geospatial Solutions
- IT Project Management
- Smart Infrastructure Integration
- Public Safety Support

## GLIMPSE OF OUR PROJECTS

- City of Hampton - Next Generation Network Strategic Plan
- Campbell County – Technology Consulting Services
- Lancaster County Broadband Authority – Strategic Design and Broadband Expansion Grant Application
- Culpeper County - Broadband Expansion Grant Application
- Powhatan County - Broadband Expansion Grant
- Northern VA Tribes, Chickahominy Tribe, Rappahannock, and Upper Mattaponi Indian Tribe – Broadband Expansion Grant

## GRANT INITIATIVES – USDA RECONNECT GRANT

On behalf of Lancaster, Culpeper, Powhatan and the Northern Virginia Tribes notes above, Broadband Telecom Services will be conducting the necessary research, planning and strategic design to apply for a grant for each region, totaling in \$43,133,366.

## REVENUE GENERATION

Our revenue is generated by multiple sources.

- 25% Application and Engineering Fees for the Grant Process
- Consulting
- Strategic Planning
- Smart City Innovation and Transformation
- Smart Pole Integration



# Introducing a New Lightning Fast Service – Up to 2GBPS

Internet Access that brings Value at all levels for Residential, Multiple Dwelling Units (MDUs), and Commercial



Competitive broadband options raise rent value perceptions by 8%<sup>[1]</sup>



Fast and reliable broadband is the most important amenity for renters<sup>[2]</sup>



Gigabit internet connections can raise rent profits up to 11%<sup>[1]</sup>

Tired of being locked into your existing provider? Broadband Now brings you cutting edge services at competitive prices, bringing value to both property owners and residents. Using existing Segra fiber connections to Norfolk and Virginia Beach, circuit connections to new or existing MDUs can be made at a low cost. Leveraging this singular network provides many benefits, such as direct connection to data centers and cutting-edge cybersecurity layers. Wired and wireless solutions are also available for any type of development.

### Benefits for Residents:

- Internet speeds ranging from 25Mbps to 2Gbps for streaming 4k, online gaming, and support for many devices simultaneously
- Easy support for smart device connectivity
- Competitive pricing
- Free Wi-Fi in common areas

### Benefits for Owners:

- Lower monthly circuit cost
- Resident attraction and retention
- Site assessment for build out of new infrastructure or retrofitting old building
- Multiple facilities on same network, enabling cloud management services
- Top-of-the-line cybersecurity layer provided by SPARQ, a GTS company

### Other products and services offered:

- Modular smart poles with discreet cameras, access points, charging stations for vehicles and phones
- Server migration to cloud, enabling cloud services and lower capital expenditures
- Geographical analysis to provide insights on customer metrics and expansion planning



[1] Zimmet, Jemason. "Apartment Landlords Are Holding Your Internet Hostage." Broadband Now, 24 July 2019, broadbandnow.com/report/apartment-landlords-holding-internet-hostage/.

[2] Gonzalez, Lisa. "Study: Apartment Renters Consider High-Speed Internet Access a Must-Have; Nearly Half Would Pay More for Fiber." Community Broadband Networks, 19 June 2019, multi-networks.org/content/study-apartment-renters-consider-high-speed-internet-access-must-have-nearly-half-would-pay.





## CAPABILITY STATEMENT

At Broadband Telecom, we take all the guesswork out of your telecommunications projects. Whether you come to us with the rumblings of an idea, or a full-fledged vision, our team’s combined knowledge and expertise will guide your project to realization. Being up to date with the latest strides in telecommunications technologies, we can assure you are getting the most complete, future-proofed solutions at extremely competitive industry prices.

We offer a wide range of consulting services to assist municipalities, regional community organizations, and public safety organizations in the expansion of broadband availability and improvement of existing infrastructure utilization.

### Broadband Analysis and Strategic Planning

- Feasibility Studies
- Inventory & Capabilities Assessment
- Broadband Needs Assessment & Gap Analysis
- OSP and Wireless Mapping
- Business Planning & Financial Modeling
- Community Outreach and Surveys
- Grant Funding Research & Application
- FCC reporting/filing support (Form 477)

### Network Planning and Engineering

- Topological Design
- Existing Infrastructure Audit
- Needs-based Recommendations
- Network Component Synthesis
- Network Physical Circuit Plan

### Geospatial Solutions

- Spatial Analysis and Map Creation
- Spatial Data Auditing and Quality Control
- Geodatabase Feature Class Development
- Marketing Analysis
- Remote Sensing Applications

### IT Project Management

- Project Service Organization
- Schedule and Resource Oversight
- Quality Assurance and Organizational Matrix Development
- Value Engineering
- Coordination, Communication, and Decision- Making
- Project Performance Reports

### Smart Infrastructure Integration

- Smart Poles
  - Wi-Fi Access
  - LED Lighting
  - IoT Applications
  - Public Safety Cameras
  - Solar Power
  - On Grid/Off Grid
  - 5G Capabilities
- Readiness Assessment
- Digital Adoption Strategy Plans
- Open Data and Analytics Audit
- Smart Technology Pilots
- Next Generation Fiber Network Design

### Public Safety Support

- Storm Water and Sea-Level Rise Solutions
- Next Generation 911 Transitioning
- ESInet Consulting
- Disaster Recovery Plan Consulting

<p><b>Federal Certifications</b>          SBA - SDB          Cage Code: 8EYD4          DUNS: 053301176</p> <p><b>State Certifications</b>          Virginia SWaM Certified: 810046          SCC: S799062-7</p> <p><b>NIGP Codes</b>          28000 – Electrical Cables and Wires          28500 – Electrical Equipment and Supplies          72800 – Radio Communication Equipment, Accessories and Supplies          83800 Telecommunication Equipment, Accessories and Supplies          91500 Communications and Media Related Services          91800 Consulting Services          92000 Data Processing, Computer, Programming, and Software Services          95800 Management Services          96200 Miscellaneous Services</p>
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