

The background of the slide is a deep space scene. On the right side, a large, reddish-orange planet, likely Mars, is partially visible, showing its textured surface and some atmospheric haze. The rest of the background is a dark blue-black space filled with numerous stars of varying brightness and several colorful nebulae or galaxy structures in shades of blue, purple, and white.

**NASA/MARSHALL SPACE
FLIGHT CENTER**

JOINT COUNSELING SESSION

March 22, 2018

Background

COMPANY NAME:	HigherEchelon, Inc	ADDRESS:	101 Lowe Avenue SE Suite 3B Huntsville, AL 35801
OWNER:	Dr. Joe Ross Mr. Paul Maggiano	CONTACT NAME:	Dr. Joe Ross
EMAIL:	Joe.Ross@HigherEchelon.com	YEARS IN BUSINESS:	8
CAGE CODE:	5RRC3	DUNS NUMBER:	83-234-4639
WEB SITE:	www.HigherEchelon.com	NAICS CODES:	541330, 541511, 541512, 541519, 541611, 541612, 541618, 541690, 541715, 541720, 541990, 611430, 611699, and 611710

Business Size & Classifications

TOTAL EMPLOYEES:	87
AVERAGE SALES:	\$14M

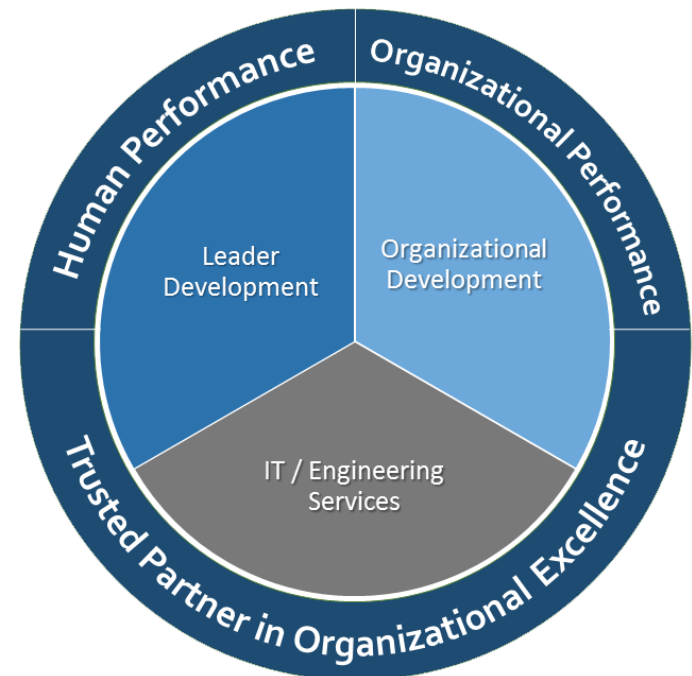
CLASSIFICATIONS (select from list below):	Yes/No
SMALL BUSINESS	Yes
SMALL DISADVANTAGED BUSINESS	
NATIVE AMERICAN-OWNED	
ALASKAN NATIVE CORPORATION	
WOMEN OWNED	
ECONOMICALLY DISADVANTAGED WOMEN OWNED	
VETERAN-OWNED	Yes
SERVICE DISABLED VETERAN OWNED	Yes
HUBZONE CERTIFIED	
8(A) CERTIFIED	
8(A) EXPIRATION DATE (if applicable)	

Quality Systems

HigherEchelon, Inc. is a human and organizational performance consulting firm that works with the public and private sectors to enhance organizational performance. We work at the intersection of leadership and technology to help organizations overcome challenges and achieve the highest level of potential by optimizing the output of people, processes, and technologies.

The HE Competitive Edge

Our competitive edge resides in our ability to use performance psychology, human capital, and technologies to maximize human and organizational excellence addressing the most complex challenges. We invest in people, processes, and technologies to drive organizational performance to a higher level as a trusted partner in organizational excellence. Today's rapidly changing world requires resilient and adaptive leaders armed with efficient processes and modern technologies.



Skills & Processes

A high performing organization must have strong leadership, a healthy culture that supports and aligns with the strategy, and a resilient and adaptable mindset. We help your organization experience sustainable, long-term growth, identify obstacles, and establish goals through our customized, interactive program.

Human Performance

- The Resilient & Adaptable Leader ©
- Applied High Performance Training
- Leader Assessment & Development
- Education & Training
- Executive Coaching
- Team Building

Organizational Performance

- Strategy & Culture Alignment
- Customer Relationship Management
- Talent Management
- Strategic Planning
- Process Improvement
- Program Management

Skills & Processes (Cont.)

Technical Services

Software Development, Training, System Implementation

We are capable of meeting the needs of our customers from development of missile systems to gaming software. We are involved throughout the program lifecycle on projects ranging from original development, training, to complete program implementation.

Our Services

- System/Database Analysis & Design
- Virtual Training
 - *Education Simulations*
 - *3D Modeling*
 - *Gaming*
- Software Development
- Website & Application Development
- Cyber Training
- Salesforce.com Implementation
- IT Project Management
- Testing & Evaluation
- Configuration Management



Examples of Our Work

GoArmy Edge Sports Application

We provide support for design, development, testing, and delivery of GoArmy Edge, a sports training application available on desktop or mobile platforms. This Army marketing program provides a digital solution for coaching challenges.

STARS Program

Our software engineers in the Sensor, Test, Analysis, Requirements, and Simulation (STARS) program support the Missile Defense Agency (MDA) providing analysis and improvements to major radar systems.

Salesforce.com

We are a registered Salesforce® Consulting Partner with extensive implementation, development, and process experience with the capability to scale rapidly to support organization-wide implementations.

Customers

CONTRACTS

- ✓ MSAF 360 Coaching (Prime)
- ✓ VA/VBA Executive Training & Coaching (Prime)
- ✓ SEAPORT-e (Prime)
- ✓ Veteran Enterprise Contracting for Transformation and Operational Readiness (Prime)
- ✓ Army Cloud Computing Enterprise Transformation (Prime)
- ✓ GSA-PSS
- ✓ NIEHS Senior Leader Training & Coaching (Prime)
- ✓ AMCOM EXPRESS
- ✓ Human Resource Solutions Support (HRSS)
- ✓ Virtual Systems Engineering Services (VSES)
- ✓ Human Dimension Support Services (HDSS)
- ✓ Battlefield Systems Engineering Services (BSES)
- ✓ Transformation Twenty-One Total Technology Next Generation (T4NG)
- ✓ SMDC (D3I)
- ✓ MTCCS (Sub)

KEY GOVERNMENT CUSTOMERS

- ✓ DoD
- ✓ AMRDEC
- ✓ PEO Aviation
- ✓ Army Cyber CoE
- ✓ Army CAL
- ✓ Veteran Benefits Administration (VBA)
- ✓ Health & Human Services
- ✓ United States Forest Service



Principle Point(s) of Contact

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