

# NASA/MARSHALL SPACE FLIGHT CENTER

## JOINT COUNSELING SESSION

September 28, 2017

**Essnova**<sup>TM</sup>  
The Essence of Innovation

# Background

<b>COMPANY NAME:</b>	Essnova Solutions, Inc.	<b>ADDRESS:</b>	1500 1st Ave N, Ste #47 Birmingham, AL - 35203
<b>OWNER:</b>	Sridhara (Sri) Gutti	<b>CONTACT NAME:</b>	Sri Gutti
<b>EMAIL:</b>	<a href="mailto:srgutti@Essnova.com">srgutti@Essnova.com</a>	<b>YEARS IN BUSINESS:</b>	2 years
<b>CAGE CODE:</b>	66PH7	<b>DUNS NUMBER:</b>	963004986
<b>WEB SITE:</b>	<a href="http://www.essnova.com">http://www.essnova.com</a>	<b>NAICS CODES:</b>	541511, 541990, 561320, 541712, 541611, 541612, 561210, 541690, 511210, 541330

# Business Size & Classifications

<b>TOTAL EMPLOYEES:</b>	<b>13</b>
<b>AVERAGE SALES:</b>	\$1 Million. For FY 2018, we project around: \$2 M

<b>CLASSIFICATIONS (select from list below):</b>	<b>Yes/No</b>
<b>SMALL BUSINESS</b>	<b>Yes</b>
<b>SMALL DISADVANTAGED BUSINESS</b>	<b>Yes</b>
<b>NATIVE AMERICAN-OWNED</b>	No
<b>ALASKAN NATIVE CORPORATION</b>	No
<b>WOMEN OWNED</b>	No
<b>ECONOMICALLY DISADVANTAGED WOMEN OWNED</b>	No
<b>VETERAN-OWNED</b>	No
<b>SERVICE DISABLED VETERAN OWNED</b>	No
<b>HUBZONE CERTIFIED</b>	<b>Yes</b>
<b>8(A) CERTIFIED</b>	<b>Yes</b>
<b>8(A) EXPIRATION DATE (if applicable)</b>	<b>March, 2025</b>

**ISO 9001:2015 / SB / SDB / 8(a) / HUBZone / GSA Schedule 70**

# Quality Systems

- ISO 9001:2015 Certified.
- Essnova Solutions maintains compliance with CMMI Level 3 (continuous) across 11 business processes.
- Essnova develops and implements using Agile project management methodologies. Agile methodology results in improved deliverables and reduced costs.
- 94% Rating in D&B Past Performance Evaluation, December, 2016

# Skills & Processes

- IT, Software and Systems Engineering & Integration
- Software Publishers/licensing
- Human Capital Support Services
- Mapping/Geospatial Engineering (GIS)
- Administrative Support Services
- Facility Support Services

# Skills & Processes (Cont.)

- Program, Project Support & Management
- Training, Quality Control/Quality Assurance
- Research and Development, Subject Matter Expertise

# Customers

- Hexagon/Intergraph Corporation, Huntsville, AL
- The Department of Navy, Stennis, MS
- The Department of Air Force, Maxwell, AFB, Montgomery, AL
- U.S Department of Agriculture, Houston, TX
- The Department of Army, Sacramento, CA
- Alabama Department of Transportation
- Cobb EMC, Atlanta, GA

# Principle Point(s) of Contact

NAME	TITLE	PHONE	EMAIL
Sri Gutti	President	256.783.4215	<a href="mailto:sgutti@Essnova.com">sgutti@Essnova.com</a>