

NASA/MARSHALL SPACE FLIGHT CENTER

JOINT COUNSELING SESSION
Solution One Industries, Inc.



March 12, 2020



Background



COMPANY NAME:	Solution One Industries, Inc. (SOI)	ADDRESS:	412 N. Gray Street Killeen, Tx 76541-5247
OWNER:	Bettie McLaurin (CEO) Tyrone McLaurin (COO)	CONTACT NAME:	Richard Tate (BDD) Chadwick Thomas (VP)
EMAIL:	rtate@1soi.com cthomas@1soi.com	YEARS IN BUSINESS:	17 Years
CAGE CODE:	3VPK1	DUNS NUMBER:	143328966
WEB SITE:	www.1soi.com	NAICS CODES:	488999 493110 541330 541513 541611 541614 541990 561110 561210 611420 611430 811310

CERTIFICATIONS (e.g., ISO 9001, AS 9100, etc.): ISO 9001-2015 Certified Company



Business Size & Classifications



EMPLOYEES (range):	250-300
AVERAGE SALES (range):*	\$8-16.5M
CLASSIFICATIONS (select from list below):	Yes/No
SMALL BUSINESS	Yes
SMALL DISADVANTAGED BUSINESS	Yes
NATIVE AMERICAN-OWNED	No
ALASKAN NATIVE CORPORATION	No
WOMEN OWNED	Yes
ECONOMICALLY DISADVANTAGED WOMEN OWNED	Yes
VETERAN-OWNED	Yes
SERVICE DISABLED VETERAN OWNED	Yes
HUBZONE CERTIFIED	“Pending”
8(A) CERTIFIED	No
8(A) EXPIRATION DATE (if applicable)	02/14/14

*Based around NAICS 541330



Primary Capabilities



Professional Services	Logistics	Engineering / Facilities
<ul style="list-style-type: none">• Program Management	<ul style="list-style-type: none">• Warehouse Operations	<ul style="list-style-type: none">• Facilities Operations
<ul style="list-style-type: none">• Administration Support	<ul style="list-style-type: none">• Property Accountability	<ul style="list-style-type: none">• Laboratory T&A
<ul style="list-style-type: none">• Unmanned Aircraft System (UAS)	<ul style="list-style-type: none">• Packaging & Distribution	<ul style="list-style-type: none">• HVAC
<ul style="list-style-type: none">• Flight Operations Support	<ul style="list-style-type: none">• Field / SUS Maintenance	<ul style="list-style-type: none">• Plumbing
<ul style="list-style-type: none">• Training Support	<ul style="list-style-type: none">• Transportation	<ul style="list-style-type: none">• Carpentry / Painting
<ul style="list-style-type: none">• Testing Support	<ul style="list-style-type: none">• Fleet Management	<ul style="list-style-type: none">• Waste Water Plant Operations
<ul style="list-style-type: none">• Modeling & Simulation	<ul style="list-style-type: none">• Aviation Maintenance	<ul style="list-style-type: none">• Construction Mgmt.
<ul style="list-style-type: none">• Information Technology	<ul style="list-style-type: none">• HAZMAT	<ul style="list-style-type: none">• Electrical / Mech. Engr
<ul style="list-style-type: none">• Cyber Security	<ul style="list-style-type: none">• Medical Equipment	<ul style="list-style-type: none">• Architects
<ul style="list-style-type: none">• Enterprise Network Operations	<ul style="list-style-type: none">• Expeditionary Logistics	<ul style="list-style-type: none">• Civil Engineering
<ul style="list-style-type: none">• Environmental Services	<ul style="list-style-type: none">• ERP, Logistics Information Systems	<ul style="list-style-type: none">• Work Order Control



Current and Recent Contracts/Performance (< 5 years)



Contract Name	Prime or Subcontract (Years)	Last CPAR Performance	Function
1. Environmental Protection Agency (EPA), DC	Prime (2020-2024)	NA	Warehouse Operations
2. Installation Supply Support Activity, (NTC), CA	Prime (2015-2019)	Excellent	Warehouse & Transportation
3. 88 th Medical Equipment Concentration Site (MECS), Ogden, UT	Prime (2017-2023)	Very Good, Satisfactory	Equipment Maintenance & Property Accountability
4. NASA Armstrong Flight Research Center, Edward AFB, CA	Subcontract (2015-2018)	Very Good	Test, Logistics, Flight & Operations
5. NASA Laboratory Support Services and Operations, Kennedy Space Center, FL	Subcontract (2018-2021)	Very Good	Laboratory Test and Analysis Services



Current and Recent Contracts/Performance (< 5 years)



Contract Name	Prime or Subcontract (Years)	Last CPAR Performance	Function
6. Remote Pilot Assist (RPA), U.S. Air Force (Multiple Sites)	Subcontract (2018-2023)	Very Good	Remote Piloted Aircraft Ground Control Station Maintenance
7. Marine Corps Test Support Services (MTSS), Quantico, VA	Subcontract (2017-2020)	Very Good	Modeling, Simulation, Training & Evaluation
8. Aberdeen Test Support Services (ATSS), Aberdeen, MD	Subcontract (2018-2020)	Very Good	Field/ SUS Level Vehicle Maintenance & Testing
9. Contractor Logistics Support Services, (CLSS) Lexington, KY	Subcontract (2016-2021)	Very Good	Depot Level, Inventory Management, Property



NASA Value - Quad Chart



Problem(s):

- NASA LASSO Laboratory Water Quality Program
- Business process reengineering
- MSFC Logistics Support
- Human Lander Systems logistics planning and support operations.

Company Solution:

- SOI has in-house subject matter expertise to support the Human Lander Systems with cradle-to-grave logistics support.
- Developed an innovative Water Quality Program for NASA LASSO Laboratories
- SOI's scientist conducted an in-depth analysis of water samplings and utilized expertise to developed a water quality program to prevent water quality work-arounds which previous scientists could not solve.

Value:

- Small business with in-house core capabilities augmented by excellent past performance
- NASA MFSC requires small business partners with relevant expertise, multifunctional capabilities, risk identification, risk mitigation strategies development, and ability to implement a client-centric solution which increase productivity, meet deadlines and exceed critical mission requirements.

Status of Solution

- Ability to hire the "right resource" to support "the right project" which produces the "right solution".
- Ability to support multiple locations simultaneously
- SOI has the ability to provide on-site scientists/engineers/subject matter experts with requisite knowledge to support MFSC acquisition requirements.



Awards/Notable Accomplishments



- ISO 9001-2015 Certified, 2017
- NASA, Armstrong Flight Research Center, Small Business Subcontractor of the year, 2016
- Boeing 2011, 2012, 2013 and 2014 Gold Supplier Award
- Chief of Staff of the Army, Supply Excellence Award 2013
- Air Education Training Command - U.S. Air Force, Supply Chain Excellence Award, 2011





Principle Point(s) of Contact



NAME	TITLE	PHONE	EMAIL
Chadwick Thomas	VP Operations & Strategy	254-616-6600	cthomas@1soi.com
Richard Tate	Business Development Director	254-616-6600	rtate@1soi.com