



CSLOPE / BIC-1(Best in Class) TEAM

Make the most out of



8(a) STARS III

\$50B Governmentwide Acquisition Contract (GWAC)



Solicitation Number:

8(a) STARS III, a small business set-aside GWAC, provides flexible access to customized IT solutions from a large, diverse pool of 8(a) industry partners.

The CSlope Team

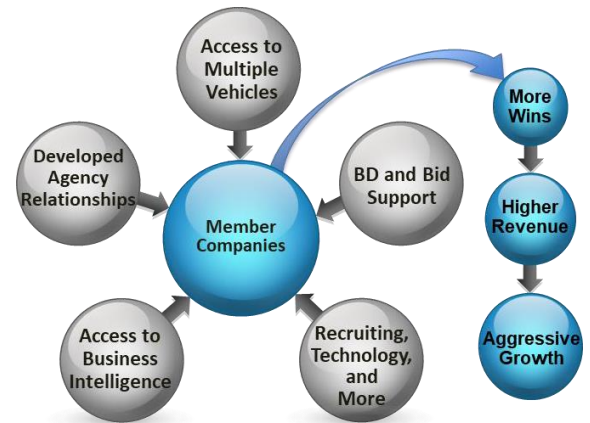
CSlope, LLC: CSlope Solutions LLC is an SBA 8(a) certified small business and joint venture between UpSlope Advisors, Inc and C-Edge Software Consultants, Inc. CSlope has been very successful in delivering large scale programs by following proven development and sustainment support processes such as PMBOK, Agile Software Development Life Cycle (SDLC), Change Management, and ITIL service delivery. We drive continual performance improvements through the life of the program and beyond, with an understanding of the critical nature of security, system availability, reliability and scalability, required to maintain the sensitive date of those who have selflessly accepted the call to protect our freedoms.

All Task Areas are Covered

CSlope's Team consists of Team Members with breadth, depth and Past Performance in all, six (6) Task Areas.

CIFA1 - 541511:	Custom Computer Programming Services
CIFA2 - 541512:	Computer Systems Design Services
CIFA3 - 541513:	Computer Facilities Management Services
CIFA4 - 541519:	Other Computer Related Services
CIFA5 - 518210:	Data Processing, Hosting, and Related Services
CIFA6 - 541512:	Emerging Technology-Focused IT Services

SBA Certified Small Businesses helping each other succeed!



CSlope's Team is a powerful bidder on this GWAC, due to our Program Managed Team and focus on agency relationships, business intelligence, Key and SME recruiting, government marketing, early identification of opportunities and proven, systematic processes to deliver superior, integrated, IT solutions.



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CSlope / BIC-1 (Best in Class) Team

(SAMPLE) Partner Role assignment against Competencies and Certifications:

Companies	Competencies						Team Member	Capability Focus
	CFA1-541511	CFA2-541512	CFA3-541513	CFA4-541519	CFA5-518210	CFA6-541512		
	Custom Computer Programming Services	Computer System Design Services	Computer Facilities Management Services	Other Computer Related Services	Data Processing, Hosting, And Related Services	Emerging Technology-Focused IT Services		
1	CSlope (Prime)	X		X			Computer Systems Design, Other Computer Related Services	
2			X			X	Computer Systems Design, Emerging Technologies	
3		X	X				Computer Systems Design, Computer Facilities Management	
6		X	X		X	X	Custom Computer Programming, Computer System Design, Emerging Technologies	
4		X					Custom Computer Programming	
5				X			Other Computer Related Services	
8			X	X			Computer Facilities Management, Other Computer Related Services	
7		X	X		X		Custom Computer Programming, Computer System Design, Data Processing, Hosting and Related	

Teaming Agreement

The **Teaming Agreement (TA)** provides an umbrella to support the **inclusion of diverse, set-aside companies**, with a **wide range of capabilities and capacities**, to provide complete coverage of the STARS III vehicle. The **Prime** will have a minimum **workshare of 51%**, with a minimum **revenue share of 40%**, with all other Team Members having a combined workshare of up to, but less than **49% or less** per Opportunity pursuit, as required for a Prime/Sub-Team.

Contribution

A Team Member's "**Contribution**" is defined through our Gate Process and registration of Agency/Program PM's and Buyer organization's CORs. A Team Member's Contribution will be based upon their Strategy & Forecast Planning, Opportunity ID Registration, Call Plan Transparency, OCI avoidance, Solutioning Participation, and other factors.

Retainer

The Business Model is a retainer-based engagement with STAHL Consulting providing **professional services** such as **BD, capture, administration, marketing, recruiting, proposal support**, and more to the Team. Retainers are monthly fee-based, dependent on the Member Tier Level, plus three percent (3%) of the Gross Award amount, paid by the PRIME. STAHL is targeting a **minimum of \$100M** in total awarded contracts over five (5) years. The retainer allows for each Team Member to **participate in up to 49%** of the workshare on individual Task Orders as a **Subcontractor** to the **Prime**.

The iPMO™, PrePMO™, and ePMO™ Difference

STAHL Consulting serves as the Program Manager Administrator, Coordinator, and Developer for the Team. The **Integrated Program Management Office™ (iPMO)** acts as the bridge between our Team and the government to build and maintain relationships within the Agency, including PMs, to enhance the reputation of our Team through calls, meetings, mailings, agency marketing, and more to build a brand and put our Team in the minds of the government early and often. The **iPMO** then works with our **PrePMO** to position our Team; identify and vet potential opportunities (advertised and unadvertised); recruit Keys & SMEs; help develop solutions, support proposal development, and much more. Our **PrePMO** is also prepared to support the Team in proposal management, coordination, writing, reviews, etc. Finally, our Enterprise PMO™ (**ePMO™**) supports the Channel Team with tools, technology, processes, and communications to enhance the potential and win rate of the entire Team.

Note: This is not an offering. Final documents such as the Teaming Agreement, Policies, Business Model, Contracting Service Agreement with STAHL, etc. supersede any information provided in this discussion document.

Workshare

Contribution, Workshare, and Revenue go hand-in-hand with Team Member potential outcome, above and beyond the minimum goals represented for this program. **Contributions are measured metrically** to the Team's success and reported to all Members. (Exceptions being the 40% mandatory Prime Revenue and 51% ownership, which are fixed.)

Sole Source

Strategy, Forecasting, and Agency Planning involve a large-scale STAHL initiative to **drive opportunities for Awards** to the Team. This initiative will drive higher margins, with lower or no competition to the Team.

TO Pipeline and Constellation Coverage

Forecasted **Pre-RFP**, STAHL's **iPMO**, and the **Channels Administrator** will drive the Task Order (**TO**) **Selection Process**, which involves the following criteria: Larger Complex Programs + Dollar Size + Your Past Performance (DNA) + Contribution + Agency Adjacency + Core Constellation Areas + Workshare Solution.

Taxation

There are no taxes directly tied to the TA. Taxation will be paid by each member in direct proportion to the actual work they perform.

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Features	Benefits
* \$50B program ceiling and five-year base period with one, five-year option	* Allows for long-range planning of large-scale program requirements
* Sole Source Task Orders up to \$4.5M	* Enhanced opportunities for current, expiring, and expired 8(a) firms
* Contract types include: Fixed Price, labor hour, and time and material terms	* Offers flexibility of contract types to mitigate risk
* Six (6) Task Areas	* Offers access to a pool of BIC contractors, with extensive industry credentials
* CMMI-SVC Level 3, Registered Provider Organization of the CMMC Accreditation Body (CMMC-AB), ISO 9001; 20000, 27000, 27013 DoD 8750 Certified Personnel, PMP, ITIL, FISMA, NIST, CCNA CISCO, CISA, Exceptional CPAR Rating	* Facility integrated IT solutions
* Access to exceptional qualified 8(a) small business industry partners (DNA approved)	* Enables federal clients to earn 8(a) small business credit
* Pre-competed, easy-to-use contract, with streamlined ordering procedures, based on FAR 16.505	* Saves time and money by reducing procurement lead time
* Complimentary scope compatibility reviews	* Systematic processes promote contract compliance and reduce audit risks
* Compliance with Section 843 of the National Defense Authorization Act (NDAA) of 2008 and Section 863 of NDAA 2009	* FAR 16.505 Fair Opportunity process supports best value awards
* No protest on orders under \$4.5M, except on the grounds that the order increases the scope, period, or maximum value of the GWAC	* Minimizes protest risk and supports timely order award for optimal mission support

STAHL Professional Services for Administration and Support Aimed at Winning More TOs

<p>We provide a wide range of services to our consortium companies and, importantly, we are systems, process and metrics based to provide what government wants.</p> <p>Our comprehensive, systematic process includes:</p> <ul style="list-style-type: none"> • building & maintaining relationships with specific Agencies and AQM Offices • continually researching & monitoring current & future competitive landscape • screening Task Orders, selecting, and bidding only on the Task Orders that are a 'Best Fit' to our Team and the Agencies we serve. We are proactive, not reactive. We know what is coming and we are prepared to respond immediately upon release of the Solicitation. • supporting the Team to deliver professional, comprehensive proposals, working with you, that not only meet the broad range of services, capabilities and capacities required by AQMs, but deliver our services with superior quality, in a systematic manner. • providing ongoing services throughout the life of contracts to help ensure contract compliance. 	<ul style="list-style-type: none"> • STAHL's integrated marketing, proposal, project, and process management package: <ul style="list-style-type: none"> - builds ongoing business relationships - drives new business to Team Members - delivers quality proposals, and high award rates - provides project management tools, metrics and compliance reporting • STAHL has worked with the Prime, CSlope, and won contracts with them. • STAHL concentrates on large, integrated solutions that individual, small companies cannot provide. This helps us achieve a 33+% Award Rate and our target of \$100M+ in Awards, over 5 years. • Being part of our STAHL Channel opens the door for companies to join multiple government vehicles and direct Awards where they qualify. • Team Members have access to all Team Members and out-of-network companies that want to hire our Team to perform work for them.
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