Corporate Capabilities
Corporate Overview

- Headquartered in Huntsville, AL
- Founded in 2008
- Core competencies include:
  - GFEBS Optimization
  - Program/Budget Analysis
  - Acquisition Support
  - Life Cycle Logistics Support
  - IT Support
  - Cyber Security Support
  - Engineering and Technical Services
Corporate Overview

- **Corporate Enablers:**
  - Experienced Executive Management team with proven track record of entrepreneurial success
  - Demonstrated ability to RECRUIT and hire well-qualified candidates, REWARD outstanding performance and RETAIN high achievers across the country
  - GSA Schedule: GS-00F-097DA
  - DCAA approved accounting system
  - ISO 9001:2015 certified
  - Better Business Bureau accredited
  - Mature HR, financial and purchasing/subcontracting processes
Demonstrated Growth Pattern

- 128 Employees/30 Consultants across 33 unique customers
- Financially Stable
  - 2015 Revenue: $25.6M
  - 2016 Revenue: $29.8M
  - 2017 Revenue: $33.4M
  - 3 Year Trailing Revenue Average $29M
  - Inc. Magazine list of top 5000 fastest-growing companies in America:
    - 2014 (#43)
    - 2015 (#372)
    - 2016 (#914)
    - 2017 (#3114)
Areas of Focus

- **Financial Services Support**
  - GFEBS ERP Optimization
  - Execution

- **Program Management Support**
  - Public Works
  - POM Development Support
  - Audit

- **Acquisition Support**
  - Contracts Requirements Package Development
  - Cost Estimation
  - Earned Value Management

- **Technical Expertise**
  - Tactical and Enterprise Cyber Security Engineering
  - Software and Web Development
  - Engineering Support
  - Logistics Support

- **Appropriated Funding**
  - FMS Case and Admin
GFEBS ERP and Training Support

- **GFEBS Release, Patch and Enhancement Support**
  - Review and approve functional and technical designs
  - Test models and results
  - Provide functional and technical design testing
  - Conduct and support training
  - SAP System Expertise

- **Training Strategy and Sustainment**
  - Author policy and guidance documents
  - Maintain ALMS source docs
  - Role-to-course mapping files and role authorizations
  - Liaison with Army Financial Management School (AFMS), USAFMCOM and GFEBS Program Management Office
  - Develop and deliver multiple training materials and topics
GFEBS Optimization

- **GFEBS Tier II Customer Support**
  - Support 37,000 GFEBS Customers worldwide
  - Receive, triage, track and resolve Tier II problem resolution incidents
  - Specialized training on ERP Optimization
  - On-site and DCO training sessions on all GFEBS interface systems to include Standard Procurement System (SPS), US Army Logistics Modernization Program (LMP), Defense Travel System (DTS), Defense Civilian Pay System (DCPS), Automated Time Attendance and Production System (ATAAPS) and Access On-Line (AXOL)
Market-Leading Support to All GFEBS Modules

- Finance & Controlling (FICO)
- Spending Chain (SC)
- Project Systems (PS)
- Funds Management (FI-FM),
- Accounts Payable (FI-AP)
- Accounts Receivable (FI-AR)
- General Ledger Accounting (FI-GL)
- Reimbursable (RM)
- Budget Execution
GFEBS ERP and GRC Support

- **Treasury Disbursing and Supplier Self-Service Support (SUS)**
  - Implemented direct Treasury disbursing capability Army-wide
  - Provide ongoing support to Army Financial Management leadership for strategic and tactical fielding of SUS
  - Recognized by HQDA for cost savings

- **Manage GFEBS Role Assignment**
  - Author Super-User Privilege Management provisioning guide
  - Analyze, Monitor and Mitigate critical transaction codes
  - Validate restricted role authorizations (e.g., Miscellaneous Pay Approvers)
GFEBS ERP and GRC Support

- Develop and Deliver Functional Training
  - Provide customized training to Tier II Command Direct Support
  - Conduct specialized DCOs and scheduled hotlines
  - Review Tiger Team (Vendor Pay) performance support docs
  - Monitor milSuite sites and provide SME support as required
  - Provide strategic thought leadership to Army Financial Management School
Program Management Support

- **Acquisition Functional Support**
  - Earned Value Management
  - Prepare Contracts Requirements Package
  - Support and develop innovative strategies for implementing acquisition policy initiatives

- **POM Development Support**
  - Prepares budget exhibits that are used in the PPBES process
  - P-Forms, R-Forms, etc.
  - Linkage of Requirements to Funding
Program Management Support

- Support Agreement Development and Management
  - Consolidate customers requirements
  - Develop reimbursable support agreements with other government agencies annually
  - Perform Support Agreement Management for Multiple Customers

- Audit Readiness Support
  - Develop Audit prep checklists
  - Research Audit sample findings and prepare reply
  - Coordinate Audits at 2-Star PEO Level
  - Develop Corrective Action Plans (CAP)
Public Works Functional Support

- **Real Property Audit Readiness**
  - Support OACSIM’s audit prep data clean-up and validation processes
  - On site assistance visits

- **Plant, Property and Equipment (PP&E)**
  - On site staff augmentation of work reception staffs
  - IMCOM, G4, Tier II GFEBs functional support
  - Training and on site assistance for Demand and Preventative Maintenance, Projects and DPW purchase requisition processes
Program Execution Support

- **GFEBS**
  - Perform execution tasks in all modules
  - Business Intelligence (BI) expertise

- **SOMARDS Closeout**
  - Manage reconciliation efforts for expiring and cancelling year transactions
  - Execute legacy FMS cases in SOMARDS

- **LMP**
  - Manage and workload Depot requirements via LMP/GFEBS interface and execute major item requisitions purchase requests
Program Execution Support

- **GCSS Army**
  - Create the funding authority using the GFEBS AVC interface
  - Manage the account assignment tables for army customers
  - Provide funds certification for purchase requisitions using the GCSS-Army ZPARK process

- **Account Reconciliation**
  - Provide monthly reconciliation for the organizations General Purchase Card (GPC), travel accounts, transportation accounts and payroll accounts
- FY 2017: Successfully managed a total of 789 audit packages (80,000 pages of documentation)
- 72% of audit packages were created by Thompson Gray Audit Analysts
- Developed Corrective Action Plans & Internal Testing Programs
- Created centralized location for Key Supporting Documentation
Audit

- Acts as liaison between commands and ASA ALT/OASA (FM&C)
- Thompson Gray supports 5 Commands, 2 PEO’s, 12 PM’s
  - Extensive training tools
  - Audit Specialists
  - Audit Coordinators
- Manage Joint Reconciliation Program (JRP) by continuously reviewing the validity of the following types of recorded transactions:
  - Accounts Payable
  - Accounts Receivable
  - Open Commitments
  - Unpaid Obligations
  - Unfilled Customer Orders
  - Miscellaneous Obligating Documents
  - New Obligations with Prior Year Funds
  - Logistics Modernization Program Goods Receipt/Invoice Receipt Reconciliation
  - Prompt Payment Act Interest
  - Acquisition Cross-Servicing Agreement Monitoring
Cost Estimation

- Life Cycle Cost Estimates (LCCEs)
- Independent Government Cost Estimates (IGCEs)
- Proficiency in the Automated Cost Estimating Integrated Tools (ACEIT) applications
- Efficiency in cost model development and budget formulation processes
Earned Value Management

- Provide (CDRL) SF1423, DID – MGMT 81861 EVM IPMR for proposal
- Tailor the Integrated Program Management Report (IPMR) Management’s desires and (PARCA) Performance And Root Cause Analysis Guidelines
- Develop analysis report to highlight contractor progress utilizing the monthly submitted IPMR report
  - Provide cost, schedule and technical variance analysis using agreed to thresholds of reporting; schedule variance, cost variance, BAC/EAC variance, CPI, SPI, BEI and TCPI
**Earned Value Management**

- Champion and execute an Integrated Baseline Review (IBR) to determine executability of proposed Performance Measurement Baseline (PMB)
- Monitor and report on Management Reserve and Undistributed Budget
- Track and report on mitigation plans to address risk, potential cost over-run and schedule slip.
- Create ad-hoc, customized status reports
Tactical and Enterprise Cyber Security Engineering

- Risk Management Framework Implementation
- Cyber Security Systems Engineering
  - DIACAP/RMF support
  - Vulnerability assessment & mitigations
  - Requirements, lifecycle support
  - Policy/governance
  - Compliant systems engineering
  - Validators/auditors
Software and Web Development

- Performance Data Analysis and Reporting
  - DPW Analysis and Reporting Tool (DART) developed as a “GFEBS Viewer” to support reporting and work optimization for Army DPWs
- Web-based Enterprise Applications
- Manage the Web Development Process utilizing the Agile Methodology
- WordPress Development
Engineering Support

- **Missile Defense Agency Test Resources Infrastructure Provisioning and Analysis**
  - Manage the lifecycle of Test Infrastructure to support BMDS testing
  - Ensure operations and maintenance of infrastructure products providing real time communications, telemetry, data, video and situational awareness to analysis teams, senior leaders and combatant commands
  - Provide integration plans, cost estimates and risk mitigation for test support
  - Develop new requirements, key performance parameters, designs and program plans to meet future test requirements
Engineering Support

- **Systems Engineering Support to PD TMDE**
  - Provide Risk Management application across four Product Offices
  - Develop and Coordinate Continuous Process Improvement (CPI) claims across the PD’s command
  - Manage Validation and Verification activities with U.S. Army Test and Evaluation Command (ATEC)
  - Develop technical documentation for Milestone C approval for Test Equipment Modernization (TEMOD) program
Logistics Support

- **Life Cycle Management**
  - Provide Product Support Management to develop and implement product support strategies for the office of PD TMDE
  - Assist with supply support acquiring, cataloging, receiving, storing, transferring, issuing and disposing of spares, repair parts and supplies
  - Establish maintenance concepts and requirements
  - Identify, plan and acquire packaging/preservation, handling, storage and transportation requirements
Logistics Support

- **Technical Management**
  - Developing the design phase of the support life cycle sustainment of PD TMDE systems
  - Providing Sustainment Engineering to support existing service systems in their operational environments
  - Reviewing technical data to insure that the requirements of the weapon system platform are met during the life cycle sustainment phase
  - Providing document approval management oversight utilizing Windchill® at the office of PD TMDE

- **Infrastructure Management**
  - Identify, plan, resource and implement the sustainment of fielded PD TMDE systems
  - Plan, resource and implement an integrated strategy to train soldiers and civilian personnel
  - Identify and plan personnel requirements to support PD TMDE weapon systems
Customers

- Alabama National Guard
- AMC Depots – U.S. Army Materiel Command Maintenance Depots
- AMCOM Corrosion Prevention Office – U.S. Army Aviation and Missile Command Corrosion, Corrosion Prevention Office
- AMRDEC Support Center – Aviation & Missile Research, Development & Engineering Center Support Directorate
- ARDEC – U.S. Army Armament Research, Development and Engineering Center
- ASA(FM&C) – Assistant Secretary of the Army (Financial Management and Comptroller)
- Carlisle Barracks, PA
- CMDS PO – U.S. Army Cruise Missile Defense Systems Project Office
- Connecticut Army National Guard
- GCSS-A – Global Combat Support System - Army
- IMCOM – U.S. Army Installation Management Command
- Letterkenny Army Depot, PA
- LTPO – Lower Tier Project Office
- MDA – Missile Defense Agency
- MEDCOM – U.S. Army Medical Command
- North Carolina National Guard
- NSRWA PMO – Non-Standard Rotary Wing Aircraft Project Management Office
- PEO Aviation – U.S. Army Program Executive Office - Aviation
- PEO Missiles & Space – U.S. Army Program Executive Office – Missiles & Space
- PFRMS PO – Precision Fires Rocket and Missile Systems Project Office
- Picatinny Arsenal, NJ
- PD TMDE – U.S. Army Product Director Test, Measurement, and Diagnostic Equipment
- PM AS – U.S. Army Project Manager Aviation Systems
- PM FW – U.S. Army Project Manager Fixed Wing
- PM FP – U.S. Army Project Manager Force Projection
- PM UH – U.S. Army Project Manager Utility Helicopter
- Rock Island Arsenal Garrison, IL
- SED – Aviation & Missile Research, Development & Engineering Center Software Engineering Directorate
- Sierra Army Depot, CA
- TSMO – U.S. Army Threat Systems Management Office
- UAS PO – Unmanned Aircraft Systems Project Office
- USAFMC/COM – U.S. Army Financial Management Command
- U.S. Army Financial Management School
- Walter Reed National Medical Center