

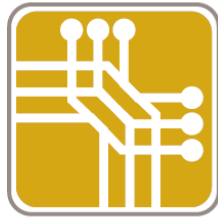


VINCENT
ENTERPRISES

RJ Vincent Enterprises LLC

Full Service Consulting Firm providing
Engineering and Business Solutions

www.vincent-enterprises.com



VINCENT ENTERPRISES

About Us

RJ Vincent Enterprises LLC

- **Established in 2000** as **Vincent Enterprises**
- **California Limited Liability Company**
 - Entity Number: 200420410074
- Doing business as **Vincent Enterprises** in Engineering and Business services
- Also dba as **Vincent Capital Management**

Provide Engineering and Business Solutions

- Aerospace, Defense, Consumer Electronics, and other business, technical, government customers
- Core management team
- Capable technical team
- Projects staffed with consultants for best value
- Network of consultants available to solve technical/business challenges

San Diego based Small Business

- Headquarters and west coast operations: Rancho Santa Fe, CA (San Diego)
- East coast operations based in Pittsburgh, PA

Processes and Certifications in Place to do business with the Government and Major Government Primes

- Woman-Owned Small Business
- DCAA Approved Accounting System
- Operate per NISPOM--government security
- Nontraditional Defense contractor
- Cage Code: 1U7J8. DUNS: 039072595. EIN: 201470257.
- Registered in SAM.gov. Primary NAICS codes: 541330, 541512, 541611, 541618, 541990, 927110, 561110, 541511, 541519, 541613, 541910, 561920

Core Capabilities

■ **Technical, Scientific, and Engineering Solutions:**

- Aerospace
- Defense and National Security
- Consumer Electronics
- Biotech and Medical

■ **Technical Disciplines:**

- Electrical and Electronics—includes avionics, power, telecommunications and wireless, C4ISR, guidance and navigation, EMI/EMC
- Software, Internet of Things, Social Media, E-Commerce
- Cyber, Information Operations, Electronic Warfare
- Mechanical and Fluid Systems
- Industrial Engineering, Manufacturing Support

■ **Business Services:**

- Executive Level Advisory Services
- Business Assessments, Planning, Operations
- Program/Product Development and Marketing
- Program Management, International Business
- Property, Asset, and Capital Management



Becky Vincent

Engineering & Business Solutions

Technical Services

- **Technology assessments and trade studies**
 - Including system, component, environmental assessments
 - Complex problem solutions
 - Technology Roadmapping
- **Emerging technologies** including voice, video, and data systems, cyber: consumer electronics & defense
- **Avionics and Aircraft** electronics design, analysis, production support: C4ISR, power, GN&C, EMI/EMC
- **RF & Communication systems, data links:** analysis, design, integration, test
- **Electrical, electronics**—military and commercial
- **Robotics, UAS/UAV avionics, space systems**
- **Product Design and Development, Modeling and Simulation** (including MATLAB/Simulink)
- **Integrate and test complex systems**
- **Develop training** plans/systems—industry, academia

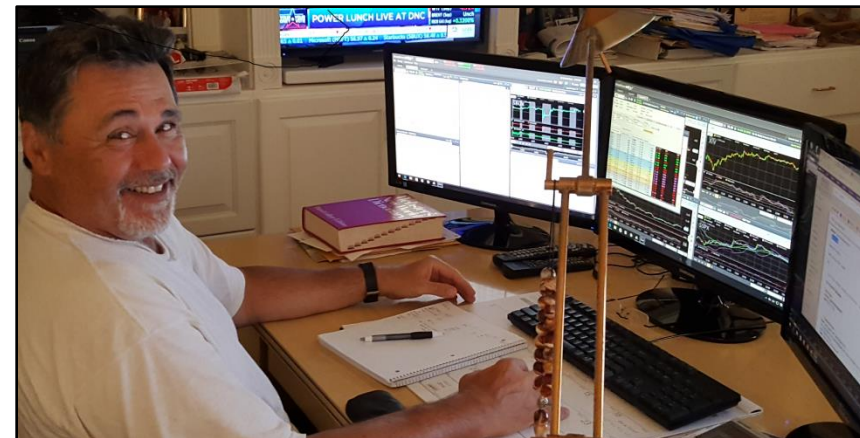


An Atlas Rocket
Courtesy: United Launch Alliance

Executive Level Services

- **Board of Directors and Advisory Board experience**
 - Industry: Next Image Medical
 - Financial Institutions: Mon Valley Federal Credit Union
 - Nonprofits: WID, AFCEA, NDIA (San Diego chapters)
 - Advisory boards: USD and UCSD
 - Special review teams (proposals, design reviews, business reviews)
- **Business Management and Operations**
 - Program, Project, and Product Management, domestic and international
 - Facilitate Executive, Business, and Technical Meetings
- **Business Analysis, Senior Level Business Planning and Development**
 - Business and Program Development Expertise: Helped customers win significant awards (>\$100M)
 - Business Strategies: Tactical and Strategic Business Planning
 - Site Assessments: Fannie Mae foreclosure properties (Related)
 - Cost / benefit and risk analyses

Ted Vincent
Vincent Capital Management



Business Services

- **Program and project management**— including PMP Certifications
 - Proven Track Record Delivering Multifaceted Projects on Schedule and within Budget
 - Proven Leadership Performance to ensure the team works to common goals / objectives
- **Special studies**
 - Trade Studies
 - Independent Analysis of Alternatives
 - Cost/Benefit Analyses
- **Marketing**
 - Proposal Preparation
 - Market Research and Competitive Analysis
 - Marketing Communications and Trade Shows
- **Contracts and Administration**
 - Negotiated contract values in excess of \$100M
 - Produce customer deliverable documentation
 - Data management and data base administration
- **Property, Asset, and Capital Management**
- **Customer Relations and Support**



Peggy Kotch
Security & Administration

Training and Education

- **Core Management Team-- Engineering, Scientific, and Business Backgrounds**
 - Founder is Carnegie-Mellon University Engineer
 - Team with Engineering, Scientific, and Business Backgrounds
 - Business Associates with Degrees in Marketing, Finance, and Management
 - University affiliations: Cal U, SDSU, Pitt, U of D, Naval Academy
- **Train skilled technology professionals at University level**
 - Engineering Processes (CMMI) and Program Management in MSBA program in Technology Management at Cal U. of PA
 - Leading Project Teams at UCSD
 - Advisory Boards at UCSD and USD
- **Industry Projects** include:
 - Develop training plans/programs, industry customers
 - Embedded training
 - Coaching and mentoring (Groups & Individuals)



Laurie Manderino
Program/Business Development

Our **Team**

- Becky Vincent—Engineering and Business Solutions; company founder. CMU electrical engineer with Marketing MBA; proven design/integration leader
- Laurie Manderino—Summa Cum Laude graduate of California University of PA, BS in Science/Technology and Minor in Management; PMI Certified PM
- Ted Vincent—Vincent Capital Management; manages finances, supports BD/strategy; BS in Finance and Certificate in International Management, U of D
- Peggy Kotch—Security and Administration; 30 years accounting experience, FSO certifications, BOD Mon Valley Community Federal Credit Union
- Naval Academy mathematics grad with experience in Information Operations (Information Dominance / Information Warfare: Kabul, Afghanistan)



VINCENT ENTERPRISES

Why Our Customers Choose Us

- **Need for Independent Assessment of Alternatives**
 - Intelligent evaluation of Key Decisions and Directions
 - Astutely Balance Technical & Business Options
 - Research and Evaluate Competitive Positions
- **Ability to succeed on Key Technical Projects**
 - Extensive experience in Complex Systems
 - Expert resources in multiple fields
- **Proven leadership performance ensuring suppliers, employees, and customers are working to the same goals and objectives**
- **Proven Track Record delivering Multifaceted Projects on Schedule/Budget**
 - Augment internal staff to complete projects per timelines
 - Cost effective contract solutions versus increased payroll

Becky Vincent





Global Hawk. Courtesy: Northrop Grumman

Projects and Customers

- **Northrop Grumman:** Projects stemming from Global Hawk Unmanned Aircraft Avionics Original Design (**DARPA, Air Force**)--Triton, UCAS, BACN engineering, modeling/simulation, integration/test
- **Lockheed Martin:** Engineering and Program Management on Future Combat Systems for **Boeing / US Army**; and also for **SPAWAR** (Navy)
- **Navy Seaport E** prime contractor -- all Zones
- **Silicon Image:** Productivity Enhancement
- **GenVault:** Supported a commercial biotech develop a bioinformatics software product
- Business Development, Advanced Research for **HNC Software** (now a subsidiary of **Fair Isaac**)
- Technology Assessment, **Engineering Services Network** for **DoD OSD**
- **Sony Electronics:** International Product Development/Production
- **Related:** Property site assessments (multi-unit)
- **Next Image Medical:** Medical (radiology) cost containment operations

Northrop Grumman



UCAS-D. Courtesy: Northrop Grumman

Northrop Grumman Small Business Partner

- Triton communication systems engineering
- UCAS Advanced Development and UCAS-D testing
- Communications modeling with MATLAB/ Simulink
- Systems Engineering / Product Design for aircraft voice & data communications payload (BACN)

Becky Vincent led the Aircraft Avionics Original Design team for Global Hawk, NGC's High-Altitude/Long Endurance UAV (ARPA/DARO contract)

- Managed approximately \$20M in Manpower and Subcontracts for the \$200M Global Hawk original design program
- Staffed and managed the team that designed the flight critical avionics
 - Contract win thru first articles/aircraft builds
- Global Hawk received a Robert J. Collier Trophy for the "Greatest Achievement in Aeronautics and Astronautics in America"
- A Tribute to Global Hawk is displayed at San Diego's Aerospace museum

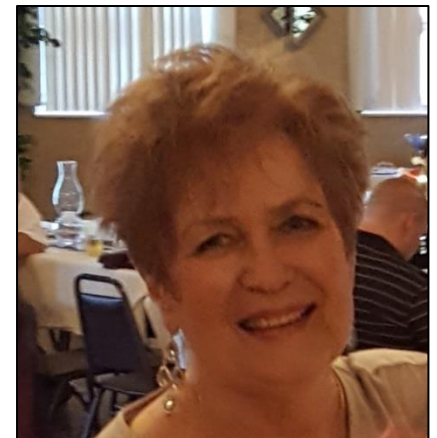
Lockheed Martin



- Support to ORINCON (now Lockheed Martin) for Future Combat Systems (FCS) proposal coordination/preparation
 - Authored portions of the Future Combat Systems (FCS) Level 1 Sensor Data Fusion proposal for submission to Boeing
 - Coordinated the proposal "Red Team" final review.
 - The FCS proposal resulted in \$100+M contract award to ORINCON, the largest contract award to Lockheed Martin ORINCON (now IS&GS).
- Lockheed Martin subcontractor for The Boeing Company on Future Combat Systems (FCS)
 - FCS provided a next generation warfighting capability for the US Army
 - Program management & systems engineering support for Data Fusion
 - Experience working with Service Oriented Architectures (SOA)
 - Familiar with Boeing's SOSCOE, the Future Combat Systems System-of-Systems Common Operating Environment

Other Lockheed Martin Projects

- Business Development / Proposals for software and systems programs and projects
 - Business development support to LM for Navy proposals
 - Worked with LM to host a business development offsite
- Program Management & Systems engineering
 - Includes international programs: SPAWAR (Navy) program for Taiwan
- Strategic and Technology Planning
 - Developed for ORINCON
 - Technology Road Maps
 - Strategic and Tactical Business Planning
 - Communications Plan
 - Training Plans
 - These plans contributed to the successful acquisition of ORINCON by Lockheed Martin



Peggy Kotch

Other Projects

- **Silicon Image**: Productivity Enhancement; facilitate senior executive team thru a program designed to improve organizational culture/performance
- **Sony**: Computer product development, International display production
 - Planned a Sony Display Systems new product design which was nominated for best in show at CES
 - Establish roles/responsibilities for Sony's team getting design & marketing efforts aligned, on schedule
 - Prepared new division president's 1st presentation to all employees which was well received
- Technology Assessment study in Electronics and Aerospace to add Technology Focus to small business program, **ESN** for **DoD Office of the Secretary of Defense**
- **GenVault**: Supported a commercial biotech company develop a product roll out and support plan for a bioinformatics service oriented architecture enterprise software solution
- **Next Image Medical**: Helped found and fund a Workers Comp cost containment company that manages radiology for large insurance carriers; participated in all areas of operation
- Business Development, Advanced Research--predictive modeling and software solutions group of **HNC Software** (now **Fair Isaac**)
- **Natural Retreats**: Property Management, Residential Real Estate
- **Related**: Site Assessments, Fannie Mae foreclosure properties



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