



DEFINITIVE LOGIC

National Nuclear Security Administration (NNSA)

Sandia National Laboratories (SNL)

Management and Operating (M&O) Contract Competition

Solicitation Number: DE-SOL-0008470

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Small Business (Corporation)

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TIN: 01-0718687

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CAGE Code: 34GA1

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1 INTRODUCTION

Definitive Logic Corporation (DL) is pleased to submit this Request for Information (RFI) to the National Nuclear Security Administration (NNSA) Sandia National Laboratories (SNL) in support of their Management and Operating (M&O) Contract Competition.

Table 1 below provides additional Corporate Information:

Company Name and Address:	Definitive Logic Corporation (DL) 3000 Wilson Blvd. Suite 250 Arlington, VA 22201 www.definitivelogic.com
Point of Contact	Jeremy Fisher, Civilian Sector Executive Phone: (703) 963-6996 Email: contracts@definitivelogic.com
Business Size:	Small Business under \$15M
CAGE Code:	34GAI
DUNS Number:	115410404
GSA Schedules:	GSA IT 70 Schedule: GS-35F-0508T GSA PSS (Consolidated Schedule – MOBIS and PES): GS-00F-043CA

2 CORPORATE INFORMATION / COMPANY HISTORY

DL is a privately held small business (100 employees with \$17.4M revenue) located in Arlington, Virginia, with multiple project locations across the country. Our highly-skilled, technology-focused professionals provide Information Technology (IT) services to Federal Government and Commercial organizations. We specialize in the design, development, implementation and maintenance/sustainment of business process enhancing software and database applications. We focus on understanding the operational context of information systems in order to fully support current and future needs and anticipate the environmental impacts on enterprise systems from evolving interfaces, technologies (hardware/software), security and standards. We provide our customers with the full range of our services including consulting, process management, application development, system integration, software engineering, network administration, business intelligence and reporting. Our business processes and practices are guided by industry best practices for Quality Assurance (QA) such as CMMI, ISO 9001:2008, and Lean Six Sigma (LSS).

DL is a growing, small business leader among federal customers and development contractors, most notably due to our prime contracts with the Department of Veteran’s Affairs (VA), the Department of Labor (DOL), US Special Operations Command (USSOCOM), and the University of Minnesota (UMN). We have received several letters of commendation from our government customers, been recognized by publications and independent groups as an economically thriving organization, as well as an employer of choice. We take special interest in hiring the finest consultants and providing a culture of high achievement. The cornerstone of this approach is cultivating multiple paths for educating our employees including information sharing programs to distribute the vast knowledge and best practices across the company. This value is passed directly to our customers in the form of superior talent.

We have specific experience in working with the Department of Energy (DOE) Y-12 and Pantex Labs through our contract with Consolidated Nuclear Security (CNS). CNS awarded their modernization of a consolidated funds control, Estimate at Complete (EAC), and Organizational Labor Planning system consolidating data between Y-12 and Pantex plants with different financial systems (PeopleSoft and SAP). This consolidation was performed using the Oracle Hyperion commercial off-the-shelf (COTS) product and our small team of experts as the implementers, where we delivered the environment and three applications to production in under a year and with a budget of 700K for services and travel.

3 STATEMENT OF CAPABILITIES (SOC)

DL focuses on a new era of innovation taking shape across the government to address critical cost, service, and systems challenges. DL is a leading implementer of solutions that redefine how an agency leverages technology and data analytics to transform outcomes. Our business is structured in three primary practices with four centers of excellence, outlined in Figure 1 below.

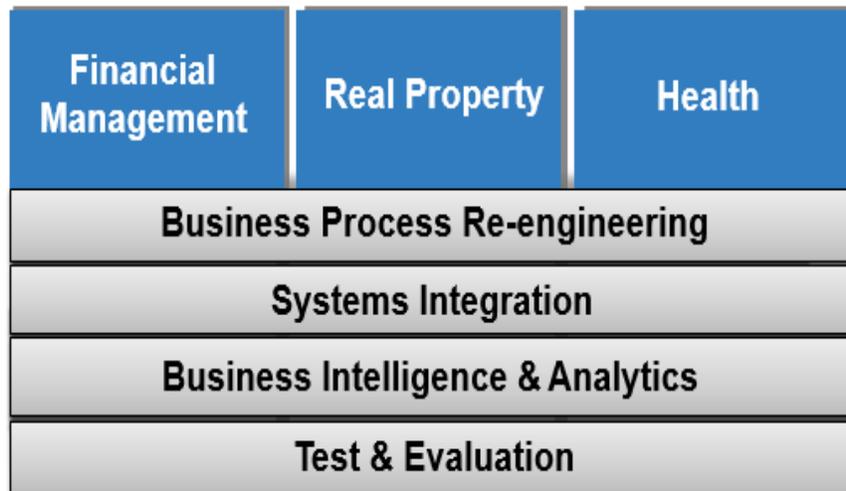


Figure 1: DL's Business Practice Model

BUSIENSS SOLUTION PRACTICES

DL's business solution practices bring years of industry experience to our customers in the financial management, real estate (real property), and health markets. We focus on bringing together needed technical improvement along with data, process, and business of an organization.

Financial Management: DL is a premier implementer of PPBE and Performance Management solutions for Federal agencies to include the Department of Energy Labs Y-12 and Pantex, DOL shared service, the Department of Defense (DoD) shared service, USSOCOM, VA, and many other agencies. We are experts in COTS implementations with the Oracle Hyperion product (used at DoE CNS), maintain and implement custom developed systems, and have experience with vendor point solutions.

Real Estate: DL advisory services and software solutions transform how agencies acquire, operate and manage real estate assets. Advanced analytics accelerate the path to critical results, from cutting costs and physical footprints to increasing efficiency and utilization.

Health: DL provides business process analysis, systems engineering, data integration and business intelligence engineering across customers performing healthcare operations.

CENTERS OF EXCELLENCE (COEs)

Our COEs aggregate core technical, functional and domain expertise into a dynamic and evolving set of people, capabilities and thought leadership. Within these centers, our team is constantly striving to break new boundaries and enhance our knowledge base to ensure the innovative solutions our clients expect from DL.

3.1 STATEMENT OF WORK

Definitive Logic has performed a number of functions across the areas of the statement of work. However, we are most interested in supporting SNL in the Financial Management System effort that best highlights our experience with DOE Labs along with other large customers. While our size and expertise does not provide us the ability to support all aspects of the contract, DL is interested in being a strategic partner in the maintenance and improvement of SNL's Planning, Programming, Budgeting and Execution (PPBE) systems.

SOW 2.2 Financial Management Systems: DL performs work on Financial Management systems in over 10 active contracts spanning civilian and DoD Agencies. Our ability to maintain existing PPBE systems is demonstrated in our ability to take over an operations and maintenance (O&M) contract for the DOL and our work with Navy Sea Systems Command (NAVSEA) Program Executive Office (PEO) Aircraft Carriers. In both cases, our development expertise demonstrated an ability to significantly improve application performance, functionality, and accuracy. DOL awarded DL a five year contract for follow-on work, and DL continues to support NAVSEA under our current subcontract. The DOL system is run through .Net and MSSQL server technologies and the NAVSEA work is completed using Java and Oracle.

While we implement and support custom development systems, DL is premier implementer of Oracle Hyperion Planning. Oracle Hyperion is utilized by CNS and many National Labs to include Bettis, Fermi, Western Area Power Authority, along with many organizations across civilian, defense, and security agencies. DL currently has seven active contracts across customers supporting planning and budgeting with Oracle Hyperion, and we have achieved the Oracle Hyperion Planning 11 Specialization recognition from Oracle. Our staff includes four product authors and 15 Oracle Certified Implementation Specialists across Oracle Hyperion, Oracle Data Warehousing, Oracle Database, and Oracle Business Intelligence. We have a unique set of experience in implementations with commercial and public sector customers, and leadership has served in both a consulting and maintenance roles.

3.2 CAPABILITIES DELIVERED TO CONSOLIDATED NUCLEAR SECURITY (CNS)

While many DOE Labs have initiated PPBE systems modernization with COTS products, DL would like to provide a highlight of the benefits that we have provided CNS with our small team of PPBE and Oracle Hyperion experts.

The DL Financial Management team was tasked with implementing Oracle Hyperion Planning for CNS which operates two separate nuclear facilities that perform projects using the same funding sources, but operates on separate accounting systems (PeopleSoft and SAP). This presented the organization with the challenge of controlling funds that are deployed to execute projects across both

plants. Hyperion Planning was selected as the best commercial tool based on its use in other DOE labs and federal customers. The software was implemented to consolidate the management of budget authority, commitments, obligations, costs and future spend plans to ensure that CNS spends within its appropriated allotments. The Fund Control application was deployed to production three months after initiation of the project. This included testing, training and infrastructure configuration, performance tuning and support.

After an additional 3 months, the second Hyperion application was delivered to production, called the Estimate at Completion (EAC) application. This application supports program analysts at both plants and allows them to manage the ongoing spend plan of each project using actual spend to reforecast their estimates to complete their projects. The application provides the ability for analysts to plan hours and materials and then apply one of many overhead rates based on a formulas for each project type to determine a fully burdened cost buildup. The EAC application provides key inputs to the Fund Control application and the final deliverable included system documentation, training and automated integrations with the PeopleSoft and SAP Project Accounting systems.

DL is currently deploying a third Hyperion application to support the process of planning the organization's resources to meet the levels required by the projects. At the conclusion of the planning process labor rates are calculated as the basis for actual costs. The application provides an integrated view of the Organization and Mission budgets and utilizing DL's deep federal budgeting knowledge. The application has is designed to streamline Budget Change Request functionality as well as the standard build-up. Lastly, the application will track variances between planned and actual spending for the plant's resource organizations and indicate how labor rates might impact the overall financial performance of the plant.

All of the applications described detailed reports to fully support their business processes. DL excels in this capability and was able to quickly develop reports that allow CNS management to extract maximum value from the data collected and processed by these systems. *The solutions provided included three production deployments along with the installation of the application, all completed in less than a year with a budget of 700K for services and travel costs.*

[REDACTED]