



GSS
GLOBAL SERVICES & SOLUTIONS, INC.
SERVICES FOR TODAY SOLUTIONS FOR TOMORROW

GSS is a Veteran Owned Small Business





GSS
GLOBAL SERVICES & SOLUTIONS, INC.
SERVICES FOR TODAY SOLUTIONS FOR TOMORROW

Mission

Global Services & Solutions, a Veteran Owned Small Business*, was created in direct response to the need for the federal government to effectively partner with private industry to meet the current and future needs of a citizen centric government and world leader. In providing the subject matter expertise and professional services required to support today's agency missions and programs, Global Services & Solutions is helping build the federal workforce and programs of the future.

Services for Today, Solutions for Tomorrow

Global Services & Solutions provides services and expertise in the following areas:

- Resilience/COOP/COG Program Development
- Professional Services & Consulting
- Program & Acquisition Management
- Engineering & Technical Services

*Awarding SDVOSB Certification





GSS
GLOBAL SERVICES & SOLUTIONS, INC.
SERVICES FOR TODAY SOLUTIONS FOR TOMORROW

Resilience/COOP/COG Program Development & Management



Ensure that critical business functions are available to customers, suppliers, employees, and other entities that must have access or utilize those functions during a wide range of emergencies. An organization's resiliency is directly related to the effectiveness of its continuity capability. Experience includes:

- Pioneering the development of the President's Policy on Continuity Programs
 - Principle Architect of NSPD-51/HSPD-20, the President's National Continuity Policy
 - National Continuity Implementation plan and Federal Continuity Directive (FCD-1)
- Developing and implementing procedures and equipment to improve public alert and warning systems (IPAWS Executive Order 13407)
- Directing the efforts with all Executive Branch Departments and Agencies to:
 - Organize coherent continuity teams
 - Develop a standard set of continuity plans and policies
 - Develop capabilities to accomplish critical/essential functions at alternate facilities
 - Develop comprehensive COOP and Business Resumption capabilities
- Developing security and law enforcement capabilities



GSS
GLOBAL SERVICES & SOLUTIONS, INC.
SERVICES FOR TODAY SOLUTIONS FOR TOMORROW

Professional Services and Consulting

Success developed through careful research, sophisticated targeting, meticulous planning, persuasive communications and flawless implementation. Emphasis placed on personal attention and the development of strong trusting relationships, not only with our clients/customers, but with federal agency personnel and the business community.

- Continuity of Operations/Continuity of Government expertise
- Interagency and Congressional Collaboration/Coordination
- Strategic Planners
- Complex Budget/Program Managers
- Coalition builders
- Business development managers



Differentiators

- Resilience/Continuity of Operations/Continuity of Government
 - Ability to provide original architect of the few successful, service proven resilient COOP/COG programs being utilized in government today
- "Grey beard" (broad experience and corporate knowledge) support
 - Government executives can "reach out" for short-term consulting services in support of emerging programs on a "pay-by-the-drink" basis
 - Recently promoted government executives and/or military program managers can get executive coaching services
- Responsive, small business partner
 - Currently VOSB and awaiting SDVOSB Certification
- Senior personnel with extensive corporate knowledge and experience in executing "high visibility" acquisition programs
 - Mentoring government mid-level managers new to acquisition programs
 - Provides opportunity to approach government and offer a resource management approach for training a more cost effective, younger contractor workforce



A Proven Track Record

- Large Government Programs Experience**
 - Asst Secretary, Department of Veterans Affairs
 - Lead agent for Federal Government's Executive Branch Continuity Programs
 - Major Program Manager Acquisition Programs (DAWIA Level 3 Certified)
 - Program Manager for several multi-billion dollar IDIQs
 - NAVSEA MAC, SEAPORT/SEAPORTE, ITES II, CECOM R2, DHS PACTS
- Operational Experience**
 - Grew a large business platform (for a publicly traded parent company) from 4% to 24% of parent's total revenue (2002-2007); CAGR (excluding acquisitions) 10%
 - Grew a small business from \$12.4M to \$67M (1997-2002); CAGR 40.1%
 - Prominent contract awards
 - Won \$52.2B in new contracts as large business government platform (2003-2007)
 - Won a \$400M, 10 year Naval Sea Systems Command contract (small business in 7/2002)



Management

- James C. Ballard** (James.ballard@gss-hq.com)
- President/CEO
 - President/COO Perot Systems Government Services (2002-2007)
 - Grew from \$67M/\$50 employees to \$554M/3400 employees
 - President/COO ADI Technology (1997-2002)
 - Grew federal business from \$5M to \$67M including 2 acquisitions
 - Acquired by Perot Systems (NYSE:PER) as Government Services platform
 - Previous industry experience also includes: Retired U.S. Navy Captain, Major Program Manager, Submarine Shipbuilding Programs; Planning Officer/Chief Design Engineer Pearl Harbor Naval Shipyard; NAVSEA SUBSAFE manager; and various fleet and HQ assignments (1973-1997)
 - Education: BSME Rensselaer Polytechnic Institute and MSME Naval Postgraduate School
 - Cleanances: TS (DoD), TS/SCI (Intel), Q (DOE)
- Hon. Charles L. Hopkins III** (Charles.Hopkins@gss-hq.com)
- Vice President & GM
 - Assistant Secretary for Veterans Affairs (Operations, Security and Preparedness)
 - FEMA Director for the Office of National Security Coordination
 - Lead agent for Federal Government Executive Branch Continuity of Operations/Continuity of Government Programs
 - Treasury/Internal Revenue Service Director of Emergency Programs and Physical Security
 - Experience also includes: U.S. Navy Commander; Engineering Duty Officer; Qualified in submarines (officer and enlisted); Surface Warfare Officer; Program/Project Manager; Repair Officer; Navy Shipyard Senior Ship Superintendent (Submarines); fleet and HQ assignments (1970 – 1999)
 - Clearance: TS/SCI



Summary

- Highly capable core leadership team with a broad range of public and private company experience and a proven track record of building and growing successful businesses
- Team of recognized industry subject matter experts with long standing, strong industry and government relationships
- Unique opportunity to provide low-risk solutions to human capital and "corporate experience" crises facing many government agencies and critical programs
- Contact Information:
 - Charles Hopkins (Charles.Hopkins@gss-hq.com)
 - 703-236-6998 (work)
 - 703-447-1598 (cell)

