

Corporate Capabilities Statement

Address

1818 Library Street, Suite 500
Reston, VA 20190

Business Type

Small Business

Applicable

Contract Vehicles

GSA Schedule 70/Highly
Adaptive Cybersecurity
Services (HACS) SINS
Schedule #GS-35F-496BA

Cage Code

6QGJ1

DUNS Number

966657970

UEI Number

EB7XW4128N89



*We Help Build Order
Out of I.T. Chaos*

Capabilities Statement

CORPORATE OVERVIEW

Northramp was founded in 2012 by several 'Big 4' leaders who wanted to build a firm that brought affordable - yet powerful and practical - IT and security support services to provide unparalleled value to their clients. Our team is comprised of members who have supported a broad range of public and private sector technology organizations for more than 20 years.

Always with an eye towards improvement, Northramp specializes in assisting public and private sector clients streamline and secure their technology services and information. Our management and staff possess the high levels of business and technical acumen required to ensure that our engagements result in the benefits our clients seek.

Corporate Philosophies

Real Experience Trumps Consulting Experience

We roll up our sleeves and leverage our expertise to work collaboratively with our clients

Good Ideas Are Only That

We strive to successfully implement our recommendations, not simply present them in PowerPoint

Some Firms Are Better Suited For Many Efforts

We don't say 'yes' to everything; if we know of better firm, we recommend them rather than learn on your dime

Maximize Value To Reduce Billable Hours

We define success as delivering effective and efficient solutions that eliminate the need for our services

No "Bait and Switch" With Our Resources

We don't propose experts who show up only at kick-off and then attempt to deliver with junior resources

STAFF PROFILE

At the core of Northramp's success is an exceptional staff base driving advancements and improvements in the firm. Northramp's IT and cybersecurity support personnel have been heavily vetted and recruited from the most reputable firms in the industry.

Our staff boasts a wealth of experience, having previously worked at Deloitte, Ernst and Young, Booz Allen Hamilton, PricewaterhouseCoopers, Accenture, Cisco, Hartman Executive Advisors, and Raytheon Foreground Security.

60%

Percentage of Northramp staff who have previously worked at a Big 4 services firm

90%

Percentage of Northramp staff who hold an industry recognized IT, project, cybersecurity, or privacy certification

40%

Percentage of Northramp staff who hold an advanced degree in a relevant field

COMPANY ACCOLADES AND PARTNERSHIPS



Capabilities Statement

IT ADVISORY SERVICES PORTFOLIO

Many organizations take on technology projects and operations with an eye towards meeting a set mission or objective. Unfortunately, rather than mission enablers, these projects often become unwieldy and a drain on the organization's time and resources.

To help organizations accelerate improvement, our Northramp team not only provides independent, vendor neutral planning, portfolio, and architecture support services, but we also work to revive stalled or failing technology projects.

Our services include improving the value of IT planning and project management, enabling greater control over IT investments, and increasing the positive impact and benefits of IT services on the mission.



**Portfolio Point
of Contact**

Andy Sallee
andrew.sallee@northramp.com



IT PLANNING & STRATEGY

Help government IT leaders develop actionable plans that improve IT service alignment and transparency.

- ◆ IT Strategic Planning
- ◆ IT Organizational Change
- ◆ IT Acquisition Strategy
- ◆ IT Leadership Coaching



IT INVESTMENT MANAGEMENT

Analyze and improve IT organization's financial planning and portfolio structure to increase business value per IT investment.

- ◆ Project Portfolio Enhancement
- ◆ Portfolio Development/Remediation
- ◆ CPIC/eCPIC Improvement
- ◆ IT Spend and Contracts Rationalization



ENTERPRISE ARCHITECTURE

Improve technical standards and efficiencies from an enterprise perspective while aligning business functions to services and IT solutions

- ◆ Standards Development
- ◆ Technical Governance Implementation
- ◆ Cloud Migration/Transformation



CUSTOMER ENGAGEMENT

Capture business stakeholder priorities, while developing and managing actionable plans and solutions to address their needs.

- ◆ Annual IT Planning
- ◆ Requirements Intake Processing
- ◆ Cost Impact Analysis
- ◆ Project Initiation Support

Capabilities Statement

CYBERSECURITY SERVICES PORTFOLIO

Being secure goes beyond installing the latest tool, complying with regulations, or even a high FISMA score. In reality, the definition of secure varies across different organizations and industries. Accordingly, trying to force the same predefined solutions or canned methods into an organization can be a recipe for failure.

At Northramp, we understand that effective cybersecurity strikes a delicate balance between securing an organization's data while not hindering the effectiveness of the organization. Our team works to provide a range of tailored capabilities designed to meet our clients' specific and evolving cybersecurity landscapes.



**Portfolio Points
of Contact**

Ryan Tappis

ryan.tappis@northramp.com

Brian Gay

brian.gay@northramp.com



CYBER ADVISORY SERVICES

Assist federal and commercial CISOs navigate regulatory requirements, establish priorities, and develop robust cyber programs.

- ◆ CISO Advisory Support
- ◆ Privacy Support
- ◆ FedRAMP Advisory and Assessment



CYBER RISK MANAGEMENT

Improve alignment of customer organization's security program with their business needs to directly reduce overall risk.

- ◆ FISMA Compliance/SA&A Support
- ◆ SOC and Threat Intel Support
- ◆ Zero Trust



CYBER TRANSFORMATION

Design customized security-by-design approach based on customer objectives that infuse agile processes for greater control and visibility.

- ◆ CDM Implementation and Enhancement
- ◆ DevSecOps Implementation
- ◆ Cyber Metrics and Reporting Implementation



CYBER PROGRAM IMPROVEMENT

Build customer security programs that better support enterprise-wide business and IT needs without inhibiting other services.

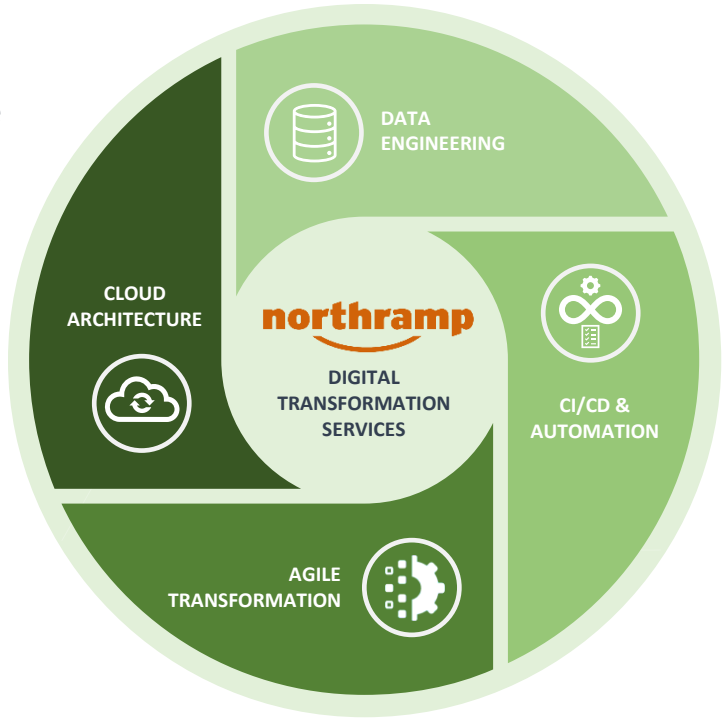
- ◆ Cyber Program Development
- ◆ NIST CSF Adoption

Capabilities Statement

DIGITAL TRANSFORMATION SERVICES PORTFOLIO

Essential for upholding competitiveness and mission readiness, IT modernization assumes a pivotal role in empowering organizations to preserve flexibility while optimizing the security of their platforms.

Our seasoned team of technologists and implementation leaders excel in assessing requirements and devising tailor-fit solutions, while deftly employing Agile methodologies to ensure customer-centered delivery. Our services encompass comprehensive evaluations of legacy systems, seamless cloud integration, data engineering, and culminate in comprehensive automation. Equipped to shepherd your modernization journey with strategic acumen and operational prowess, our team stands ready to provide the expertise and experience that will help our clients realize their desired mission and business value.



**Portfolio Point
of Contact**

Elizabeth Koehler
elizabeth.koehler@northramp.com



DATA ENGINEERING

Modernize data architectures to enable improved collection, storage and analysis to enable data-driven business decisions.

- ◆ Analytics Platforms
- ◆ Data Integration and ETL Solutions
- ◆ Data Governance and Data Integrity



CI/CD AND AUTOMATION

Implement and continuously refine build, test and release workflows to enhance agile teams' ability to release on demand.

- ◆ DevSecOps
- ◆ Infrastructure and Configuration as Code
- ◆ Process Automation



AGILE TRANSFORMATION

Adopt and implement Agile software delivery, coaching and management best practices that align to mission delivery culture.

- ◆ Scaled Agile Framework Development
- ◆ Agile Training and Coaching
- ◆ Agile Development Practices



CLOUD ARCHITECTURE

Optimize cloud infrastructure and resources, including designing for security, flexibility and scalability to meet mission requirements.

- ◆ Enterprise Cloud Strategy and Migration Planning
- ◆ Cloud Native Development and Engineering
- ◆ Platform Governance and Cost Optimization

Capabilities Statement

IT SERVICE OPTIMIZATION PORTFOLIO

In many organizations, information technology processes and operations can be enhanced to provide more value than what is currently realized. Improvement initiatives can be utilized to gain maximum performance without increasing cost.

Northramp provides independent, vendor neutral IT Service process, procedures, platform design and implementation services. We strive to make organizational transition and operations activities align our clients' services. Our services include enhancing customer experience, providing data to back improvement recommendations through performance and data analytics, and increasing the benefit of IT service management functions.



**Portfolio Point
of Contact**

Richard Rowe
richard.rowe@northramp.com



CUSTOMER EXPERIENCE

Assist IT leaders to translate information and insights into actionable plans that improve customer experience.

- ◆ Customer Satisfaction Surveys
- ◆ Service Ownership Improvement
- ◆ Service Model Alignment and Adoption
- ◆ Improvement Opportunities



PERFORMANCE METRICS & DATA ANALYTICS

Capture and convert raw operational data into performance metrics and key insights to drive service improvements.

- ◆ Service Metrics Reporting and Dashboards
- ◆ Financial Performance Measurements
- ◆ Data Visualization and Analytics
- ◆ Real-time Visibility and Instant Insights



PLATFORM AND APPLICATION SUPPORT

Collaborate with organizations to build the platforms and applications that enable ITSM processes and data collection.

- ◆ Architectural Design and Integration Support
- ◆ IT Service and Service Catalog Development
- ◆ ServiceNow Planning, Design, Development, and Operations
- ◆ Full-Service Lifecycle Delivery & Integration



IT SERVICE MANAGEMENT

Guide continuous improvement of ITSM processes and service quality by managing the service lifecycle and making changes endure.

- ◆ Service Transition and Operational Readiness
- ◆ ITSM Process Support and Improvements
- ◆ Continual Service Improvement (CSI)

Capabilities Statement

EMERGING TECHNOLOGY SERVICES PORTFOLIO

In an ever-evolving technological landscape, Northramp excels in its ability to deliver tailored solutions designed to meet unique organizational challenges. Our modular, yet cohesive portfolio ranges from Custom Software Development and Low-Code/No-Code Solutions to Artificial Intelligence and Cloud Transformation.

Our solutions are meticulously crafted to enhance the efficiency, functionality, and security of our clients' operations. Let us empower your business to reach its full potential.



**Portfolio Point
of Contact**

Lance Breeden
lance.breeden@northramp.com



CUSTOM SOFTWARE DEVELOPMENT

Create scalable, custom software that seamlessly integrates with client systems, while leveraging DevSecOps to promote robust security.

- ◆ Custom Web Applications
- ◆ Mobile App Development
- ◆ System Integration and Data Migration Services
- ◆ Secure Code Reviews



LOW CODE/NO CODE SOLUTIONS

Enable fast, transformative development through Low/No-Code and ServiceNow solutions, tailored to each client's specific needs.

- ◆ Rapid Application Deployment
- ◆ Power Apps and ServiceNow Development
- ◆ Workflow Automation



AI AND RPA FOR BUSINESS SYSTEMS

Incorporate AI and RPA expertise to optimize business operations and allow clients to reallocate resources to critical tasks.

- ◆ Chatbots and Virtual Assistants
- ◆ Process Automation
- ◆ Predictive Analytics



DATA ANALYTICS AND BUSINESS INTELLIGENCE

Define robust analytics and business intelligence solutions to help clients collect, transform, and visualize their data for value.

- ◆ Data Integration and Quality
- ◆ Data Warehousing and Reporting
- ◆ Data Analysis and Reporting