

## Company Profile

DigitalSpec, LLC. is an innovative business and IT consulting firm that is committed to providing excellent service within all aspects of software engineering and systems integration. Founded in Fairfax, Virginia in 2004, DigitalSpec is a fast growing consulting services company, delivering value added services and technology solutions that enhance our customer's business practices and reputation. As a minority owned small business managing principal is actively involved in the management and delivery of services to the clients.

DigitalSpec is a performance based organization whose philosophies are fostered through a trusted partnership with clients and employees to assess the needs and in turn develop the methods, tools, and techniques to successfully meet their objectives. The management team, leveraging 50 years of combined business and IT experience, is comprised of highly qualified individuals whose collective experiences include IBM, Xerox, CSC, Sprint-Nextel, and other global leading management consulting firms. This collective knowledge and experience provides leadership and strategic direction within the practice areas offered by DigitalSpec. Above all, a continued commitment to customer satisfaction and quality control distinguishes DigitalSpec as a prominent leader within the competitive market.

## DigitalSpec Advantages

- Highly qualified management team responsible for delivery of services
- Proven expertise in delivering Commercial off the Shelf (COTS) & Web Solutions to reduce total cost of ownership (TCO)
- Trusted advisors that empower customers to achieve success and results
- Implement proven methodologies to optimize Return-on-Investment (ROI)
- Proven hiring practices that recruit and retain the industries finest
- Adapt commercial best practices to deliver a higher level of operational efficiencies and value to shareholders and citizens
- Well versed in the Federal Acquisition Regulations (FAR) and procurement life cycle

## Practice Areas

- Management Consulting - PMO, Change Management, Strategy, Business Transformation
- Enterprise Architecture, IT Governance
- Solution Development & Integration - J2EE, ASP, HTML, JavaScript, VBScript .NET, EAI, Web Services, Middleware, Oracle SOA Suite
- Customer Relationship Management (CRM) - Siebel/Oracle, SAP, Oracle
- Staff Augmentation

## NAICS Code

**Primary:** 541511

**Secondary:** 541510, 541512, 541513, 541618, 541519, 541611, 541613, 541990,

Section I - Management Consulting

DigitalSpec professionals help senior leadership and executives evaluate their existing business practices and processes to identify and implement changes that can significantly improve performance, cost reduction, quality, and customer satisfaction.

Functional Areas	Client Experience						
	United States Patents and Trademark Office (USPTO) *	North Carolina Department of Public Instructions (NCDPI)*	North Carolina Department of Health and Human Services (NCDHHS)*	National Archives & Records Administration (NARA)*	Sprint-Nextel	Department of Veterans Affairs (VA)*	Freddie Mac
Planning ( Process, Change Management, IT, Performance Measurement, and Benchmarking Team)	✓	✓	✓	✓	✓	✓	
Project/Program Management	✓	✓	✓	✓	✓	✓	✓
Program Management Office (PMO) Support							✓
Performance Metrics	✓	✓	✓	✓			
Business Process Analysis & Redesign	✓	✓	✓	✓		✓	
Communication Management	✓	✓	✓	✓	✓	✓	
Best Practices	✓	✓	✓	✓			
Organizational Change Management		✓	✓	✓		✓	
Implementation Support	✓	✓	✓		✓		✓
Training	✓	✓	✓	✓	✓		
Acquisition and Procurement	✓						
Benchmarking	✓	✓		✓			
Capture Management							

*\*Indicates collective experience of DigitalSpec consultants*

**Section II - Solution Development & Integration - J2EE, .NET, Web Services**

DigitalSpec provides a full range of systems analysis, design, development, and integration services and solutions to our clients. DigitalSpec develops systems concepts, conducts requirements analysis, designs architectures, and integrates complex mission-critical systems. Depending on our clients' requirements, we design custom-built systems, as well as integrate a variety of commercially available software applications (COTS).

Functional Areas	Client Experience			
	Freddie Mac	United States Patents and Trademark Office (USPTO)*	Sprint-Nextel	Fannie Mae
Requirement Analysis	✓	✓	✓	✓
Systems Analysis and Design	✓	✓	✓	✓
Software Development (J2EE, XML, Web Services, .NET)			✓	
Systems Architecture		✓	✓	
Application Configuration	✓	✓		
Systems Integration		✓		
Testing ( Quality Assurance and Independent Verification and Validation - IV&V )	✓	✓	✓	✓
Configuration Management (Web/Application Servers and Source Control)				
Enterprise Architecture		✓	✓	
Release Management	✓			
Database Analysis & Design			✓	✓
Enterprise Application Integration (EAI)			✓	
Documentation and Training	✓	✓	✓	✓
Configuration Management (Web/Application Servers and Source Control)	✓	✓	✓	

*\*Indicates collective experience of DigitalSpec consultants*

Section III - Customer Relationship Management (CRM)

DigitalSpec provides complete CRM solutions ranging from developing strategy, planning and design, to implementation, deployment, and post-production support. Our consultants develop and implement Customer Relationship Management (CRM) solutions that leverage new technologies, best practices and market-leading COTS products (Siebel/Oracle, SAP, etc) for our customers.

Functional Areas	Client Experience						
	United States Patents and Trademark Office (USPTO)*	IBM (formerly Pricewaterhouse Coopers, LLP)*	ABB*	NASDAQ*	Rank Xerox*	Sprint -Nextel	
Program and Project Management	✓	✓	✓		✓	✓	
CRM Strategy	✓	✓	✓		✓	✓	
Customer Transformation Plan	✓	✓	✓		✓	✓	
Requirements Analysis	✓	✓	✓	✓	✓	✓	
CRM Processes	✓	✓	✓	✓	✓	✓	
Market Research/Analysis	✓	✓	✓	✓	✓	✓	
CRM Diagnostics	✓	✓	✓				
Customer care process redesign			✓	✓	✓		
Gap Analysis	✓	✓	✓	✓	✓		
CRM package selection and evaluation	✓	✓			✓		
Application Configuration	✓	✓	✓				
Customer Data Management Strategy	✓	✓	✓		✓		
Application Testing	✓	✓	✓				
Training	✓	✓	✓	✓	✓	✓	
Deployment Strategy & Support	✓	✓	✓				
Call center/telephony analysis	✓	✓			✓		
Call center consolidation		✓			✓		
CRM Best Practices	✓	✓	✓	✓	✓		
Interfaces w/ERP, document management systems			✓		✓		

\*Indicates collective experience of DigitalSpec consultants

**Section IV - Staff Augmentation**

DigitalSpec delivers qualified experts who are experts and well versed in cutting edge technologies. Our highly skilled resources are available to augment our clients' existing staffs for project management, integration and testing, development and implementation, and many other functions.

Functional/Skill Areas	Client Experience				
	Pension Benefit Guaranty Corp.	Freddie Mac	Fannie Mae	KFORCE	Sprint-Nextel
Project Managers	✓	✓		✓	✓
Enterprise Application Integration (EAI)	✓				✓
Enterprise COTS Package (Siebel, Oracle)	✓			✓	✓
Business/System Analysts	✓	✓	✓	✓	✓
Software Developers (JAVA, .NET, XML, WebServices)	✓				✓
Quality Assurance and Testers	✓		✓		
Technical Leads	✓				✓
Systems Architects	✓				✓
Business Intelligence (SAS, COGNOS, BUSINESS OBJECTS)					
Web Developers				✓	
Business Process Redesign (BPR) Engineers	✓		✓		
Integrated Project Team (IPT)	✓	✓	✓	✓	✓