FEDERAL & SLED TECHNOLOGY CONSULTING

# Capability Statement

*Modernize Technology. Optimize Performance. Secure Systems. Deliver Results.*

ESTC SOLUTIONS

**CAGE** 11J74 | **UEI** NBDMVKGBHNA5 | **SAM.GOV** Active

**NAICS** **541512** (Computer Systems Design) | **541519** (Other Computer Related Services) | **541511** (Custom Computer Programming) | **541690** (Scientific & Technical Consulting)

## COMPANY OVERVIEW

ESTC Solutions (Enclave Strategic Technology Consulting LLC) is a Service-Disabled Veteran-Owned Small Business (SDVOSB) delivering strategic IT advisory, cybersecurity, cloud optimization, and modernization services to government agencies nationwide. Headquartered in Prince George's County, Maryland, ESTC is led by a former Federal CIO with 30+ years of IT experience across public and private sectors, including executive leadership roles helping agencies reduce risk, optimize costs, modernize technology, and achieve mission outcomes.

## CORE COMPETENCIES

### Cybersecurity & Zero Trust Governance

- Zero Trust Architecture Strategy & Implementation
- Cybersecurity Assessments, RMF/FISMA Support & Audit Readiness
- FedRAMP Authorization Support & ATO Package Development

**OUTCOMES DELIVERED**

- *Strengthened security posture*
- *Improved compliance readiness*
- *Reduced organizational risk*
- *Enhanced governance capabilities*

### Cloud & Infrastructure Modernization

- Enterprise Cloud Assessments & Cost Optimization
- Infrastructure & Telecommunications Modernization
- Technology Cost Reduction & License Rationalization

**OUTCOMES DELIVERED**

- *Reduced technology costs*
- *Improved operational efficiency*
- *Enhanced resilience*
- *Accelerated modernization*

### Strategic Advisory & Digital Transformation

- IT Strategy Development & Enterprise Architecture
- Executive IT Governance & Capital Planning
- AI Readiness, Governance & Data Modernization

**OUTCOMES DELIVERED**

- *Improved decision-making*
- *Aligned technology investments with mission*
- *Accelerated digital transformation*

### Application & Platform Optimization

- Enterprise Platform Assessments
- Legacy System Modernization Planning
- Application Portfolio Rationalization

**OUTCOMES DELIVERED**

- *Improved system performance*
- *Reduced maintenance costs*
- *Enhanced security*
- *Increased long-term business value*

## RELEVANT EXPERIENCE & PROVEN IMPACT

### U.S. Department of Veterans Affairs

*Cloud Storage Assessment & Cost Optimization*

- Applied the S.E.R.V.E. framework to assess AWS S3 and Azure cloud storage environments, identifying actionable cost savings opportunities and informing acquisition strategy.
- Delivered 14% monthly reduction in cloud storage costs and developed acquisition language to sustain and expand optimization outcomes.

### U.S. Census Bureau

*Enterprise Network Infrastructure & Resilience*

- Led Wide Area Network (WAN) modernization from legacy digital circuits to Ethernet across headquarters and regional operations, reducing telecommunications costs and achieving zero disruption to mission delivery.
- Oversaw delivery of secure, fully redundant and resilient network infrastructure at the perimeter supporting the Decennial 2020 Census online response for millions of Americans with zero outages.

### U.S. Department of Labor - OIG

*Zero Trust & Security Governance*

- Led Zero Trust architecture initiatives that enhanced cybersecurity maturity and governance capabilities.
- Streamlined ATO processes, reducing authorization timelines and enabling faster mission delivery without compromising security posture.

## KEY DIFFERENTIATORS

- **Executive Federal Leadership:** Founded and led by a former Federal CIO with 30+ years of IT experience delivering mission-critical technology solutions for complex government environments.
- **Proven Mission-Focused Results:** Demonstrated success delivering measurable outcomes through cybersecurity enhancement, technology modernization, and cost reduction.
- **Independent, Vendor-Neutral Advisory:** Objective recommendations focused on mission outcomes, business value, security, and long-term sustainability -- not product sales.
- **Proprietary Assessment Methodology:** The S.E.R.V.E. framework (Stewardship, Efficiency, Resiliency, Visibility, Reliability) provides a structured, repeatable approach to cloud assessments and cost optimization -- validated through federal agency deployment.
- **Agile Small Business Advantage:** Executive-level expertise with the responsiveness and customer focus of a specialized SDVOSB -- dedicated executive involvement on every engagement.
- **Scalable Delivery Model:** Executive advisory expertise combined with trusted strategic partners and subject matter experts, from assessments through enterprise-scale implementation.

## PROCUREMENT & CERTIFICATIONS

### PROCUREMENT OPTIONS

Simplified Acquisitions | SDVOSB Set-Asides | VOSB Set-Asides | Maryland Socioeconomic Programs | County & Municipal Small Business Programs

### SOCIOECONOMIC CERTIFICATIONS

**FEDERAL**

- ✓ SBA Certified SDVOSB
- ✓ SBA Certified VOSB

**STATE & LOCAL**

- ✓ Maryland MBE
- ✓ Maryland SBR
- ✓ Maryland VSBE
- ✓ PG County CBSMBE

Available for: **Prime Contractor** | **Subcontractor** | **Teaming Partner** | **Sole-Source Awards** | **Simplified Acquisitions**

**Kenneth Harrison**, President | (301) 579-8350 | Info@enclavestc.com | www.enclavestc.com | 120 Waterfront Street, Suite 420 #2539, National Harbor, MD 20745