



Intelligence Analysis Incorporated Corporate Capabilities



Bridging Analytical Gaps

Intelligence Expertise

Intelligence Analysis, Inc. (IAI) has over 12 years corporate experience providing all source intelligence, counterintelligence, insider threat, IT, Incident Awareness and Response, Supply Chain Risk Management, CFIUS, Operational Planning and Exercise, and other analytical experience support. Our customers have included the Department of Defense (DoD), Department of Homeland Security, Service, National-Level Agency, Combatant Commander (COCOM), and State, Federal, and Local Law Enforcement, and operational personnel world-wide.

Our company was in 2006 by Mr. Carl McDonald, a retired Naval Intelligence professional with global experience in all intelligence disciplines. He brings his unique knowledge of providing intelligence planning, training, and other support to tactical, operational, and strategic missions. Since retiring in 2002, Mr. McDonald continues to serve as an analyst providing insight and expertise to numerous government, military, and commercial clients.

We are currently leading the Defense and Intelligence Community Supply Chain Risk Management efforts as supporting our customers in other areas.

What we bring

- Significant, true “all source” analytical experience – DoD, Agency, Law Enforcement
- Intelligence systems design and testing from the user’s perspective
- In-depth knowledge of the Intelligence Community
 - Ability to identify customer requirements and provide solutions
- Extensive existing contacts in the IC and at the COCOMs
 - DIA, COCOM, NSW, DHS, OSD, NGA, NGIC, NGB, etc.
- Intelligence training and knowledgeable instructors
- IT capabilities
- Positive attitude and flexibility
- Competitive pricing – low overhead, streamlined administration, competitive benefits for our employees – with Profit Sharing!
- Highest Ethical and integrity standards
- Access to younger, eager, and skilled Veteran analysts looking to continue support to the community as well as seasoned professionals
- Service Disabled Veteran Owned Small Business socio-economic status (CVE re-verified June 2016)

Why are we unique?

- IAI is a low maintenance partner that delivers qualified, motivated analysts at the right price. And we're selective in who we support.
- Accountability: Owner interviews and vets all candidates, oversees recruitment/retention program, and is responsible for performance.
- Responsiveness: One level of management allows immediate access to the Owner for customers and employees.
- Excellent reputation with our customers and partners for innovation and flexibility.
- Highest ethical standards; graduate of LMIT Ethics Protégé/Mentor Programs (one of only six small business for 2013).
- Ability to recruit and retain qualified and eager personnel.
- DCAA Compliant accounting system, financial backing available to expand.
- Intelligence SME founded and owned: Unmatched understanding of the nuances of intelligence from the provider, analyst, and customer perspective.
- To date, IAI has provided analytical and IC IT technical expertise to companies during proposal development, resulting in Contract awards with potential values of over \$10B, and we are waiting on results of additional contracts that have yet to be awarded.
- We are partnered with Native American 8(a) and Software development firms.

Corporate Leadership

- IAI's owner has 30+ years Multi-disciplined Intelligence experience across all disciplines and agencies
 - Special Forces (including SOCOM/JSOC)
 - Tactical, Operational, Strategic intelligence support
 - JTF-6, JTF-GTMO, DIA
 - CI, CT, CD, AT, FP, GMI, AAW, ASUW, ASW, Strike
 - 7 USN Combatants (CG, DDG, LPD, CVN)
 - Intelligence Instruction, SSO, IO
 - PACOM, CENTCOM, NORTHCOM, SOUTHCOM, EUCOM experience
 - TTP, Exercise (FTX and CPX), Plans and Policy
- All Source intelligence fusion center expertise (set up, staffing, and management)
- Thorough understanding of laws and Executive Orders that govern intelligence, contracting, and Intelligence Oversight
- Strong believer in the IC mission and personnel and is a leader in innovation, integration, and collaboration

Corporate Essentials

- Established 2006, Virginia “S “Corporation
- DUNS: 623286213
- CAGE: 4CDF0
- TS Facility Clearance, recent DSS inspection
- Small Business under NAICS: 541990 (primary), 519190, 541611, 541690, 611420, 611430, 611710 (and others). IAI is in no danger of surpassing any SB Caps for at least three years.

IAI has the capability and the experience to recruit and retain qualified, cleared personnel to meet the specific needs of this work. Our analysts are generally flexible enough to move within the Intelligence Community as requested by our customers to meet critical shortages or improve capability. IAI personnel are supporting intra-agency and inter-agency collaboration efforts and are leading cross-discipline integration and coordination of all-source intelligence to support our mission to defend the country. IAI analysts have received individual and Team DNI awards on behalf of our customers. We look forward to supporting your organization meet its analytical goals.

Contact Information

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Questions?

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IAI is a CVE Verified Service Disabled Veteran Owned Small Business, and is an Active Member of the National Veteran Owned Small Business Coalition and AFCEA