

# **SMALL BUSINESS AND TURBO VENTURE CENTERS**

**UTILIZING UNIVERSITIES TO HELP BUILD BUSINESS**

# **STEEL POINT SOLUTIONS OVERVIEW**

- **GOVERNMENT SMALL BUSINESS CONTRACTOR HUBZONE, WOMAN-OWNED, 8A**
- **OFFICE IN CALVERTON, MD**
- **SUPPORTING CUSTOMERS AT NSA, FBI, NGA AND LARGE BUSINESSES (CACI, BOOZ ALLEN HAMILTON, IBM, MANTECH)**
- **REVENUE STREAMS: RESEARCH AND DEVELOPMENT AND GOVERNMENT CONTRACTING**

# WHY RESEARCH AND DEVELOPMENT?

## REVENUE STREAM



## IMPACT OF R&D

- **SEPARATES A FIRM FROM COMPETITION (NOT JUST ANOTHER "BODY SHOP")**
- **STRENGTHENS THE EXPERTISE OF A FIRM (NICHE MARKET)**
- **OPENS UP MARKET SPACE**
- **ROI AVERAGE FROM 15% - 30%**
- **INCREASED PROFIT MARGINS**

# HOW?

## WHAT CAN WE PRODUCE?



© Can Stock Photo - csp34877048

## PRODUCTS

- **CYBER SECURITY SOLUTION**
- **BIG DATA**
- **ANALYTICS**
- **CLOUD COMPUTING**

# WIN - WIN

## BENEFITS TO SOUTHERN UNIVERSITY

- **TRAINING ON THE LATEST TECHNOLOGIES**
  - **CLOUD COMPUTING**
    - **32 BILLION SPENT ON CLOUD COMPUTING**
  - **AGILE/SCRUM METHODOLOGIES**
  - **BIG DATA**
  - **ANALYTICS**
  - **CYBER SECURITY**
- **POSITION STUDENTS FOR CAREERS IN GROWTH SECTORS**
- **OPPORTUNITY TO PURSUE & WIN STTR OPPORTUNITIES**

## BENEFIT TO STEEL POINT SOLUTIONS

- **UTILIZE SOUTHERN UNIVERSITY STUDENTS TO ASSIST WITH R&D EFFORTS**
- **PIPELINE OF TRAINED TECHNOLOGY PROFESSIONALS WITH EXPOSURE TO HANDS ON EXPERIENCE DEVELOPING SOLUTIONS USING LATEST TECHNOLOGIES**
- **FULFILL STEEL POINT AND GOVERNMENT SMALL BUSINESS TARGETS**
- **VESTED INTEREST IN EXPOSING MINORITIES TO EMERGING TECHNOLOGIES**



# GOVERNMENT CONTRACTING

## NEED

- **SKILLED APPLICATION DEVELOPERS WITH SECURITY CLEARANCE**
- **MOBILE APPLICATION DEVELOPERS WITH EXPERIENCE DEVELOPING IN THE CLOUD**
- **AFRICAN AMERICANS IN APPLICATION DEVELOPMENT ROLES**

## MARKET

- **STEEL POINT ALWAYS HAS OPEN POSITIONS FOR APPLICATION DEVELOPERS WITH A HIGH LEVEL SECURITY CLEARANCE**
- **SOME OF THE BEST PAYING POSITIONS IN INFORMATION TECHNOLOGY**
- **SKILL SET APPLIES TO BOTH GOVERNMENT AND COMMERCIAL CUSTOMERS**

# PLAN OF ATTACK

## PERSONNEL



## PERSONNEL

- **UTILIZE HBCU'S TO TRAIN AND PREPARE POTENTIAL APPLICATION DEVELOPERS**
- **MARKET THIS PIPELINE TO WIN GOVERNMENT AND COMMERCIAL DEVELOPMENT CONTRACTS**
- **INCREASE APPLICATION INNOVATION AND CREATIVITY THROUGH NEW PERSPECTIVES AT THE DESIGN LEVEL**

# QUESTIONS AND CONTACTS

- **MICHAEL HAWKINS, MBA W/SPECIALIZATION IN TECHNOLOGY MANAGEMENT, BS COMPUTER INFO. SCIENCE & SYSTEMS, MSCE**
- **SR. PROGRAM MANAGER/SPECIAL PROJECTS DIRECTOR**
- **[MHAWKINS@STEELPOINT-LLC.COM](mailto:MHAWKINS@STEELPOINT-LLC.COM)**
- **301-383-8121**