



# Corporate Overview

# American Cyber's Roots & Purpose



## **Founder**

Gary L. Winkler

PEO EIS 2007-2011

HQDA CIO/G-6 Director 2003-2007

3-time ACAT IA PM

## **From Founder's Letter:**

*"...after many years of experience in a variety of occupations, businesses and public sector organizations, we decided it was time to use our life experiences to create an organization of very special people to support the advancement of information technology systems and operations in the Government sector."*

*"...it was never our intention, and still is not, to focus solely on cybersecurity. Rather, our thinking is that eventually information technology organizations would start becoming "cyber" organizations...and the information systems and operations of today will evolve to become the cyber systems and cyber operations of tomorrow."*

**Serving the IT, C4ISR, & Cyber community...today and tomorrow.**

# Our Mission

- Protect and defend the people, systems, data and intellectual property of the United States of America
- Quickly deliver Federal solutions and services by leveraging superior products & talented personnel
- Recruit, develop, train and reward the best and brightest employees ensure customer satisfaction.

# Corporate Snapshot

- Women Owned Small Business (WOSB)
- CONUS and OCONUS Experience (12 States and 4 continents)
- Corporate Facility Clearance: Top Secret
- Employee Demographics: 33% Veteran, 36% Female, 36% Minority
- Certifications and Awards:
  - CMMI Level 3 for Services
  - ISO 27001:2013 – Information Security Management System
  - ISO 20000:2011 – Information Technology Services Management System
  - ISO 9001:2015 – Quality Management System
  - DoD Nunn-Perry Award in Mentor Protégé Program (sponsored by HQDA CIO/G-6)
  - Washington Technology’s “Fast 50” for 2016 and 2017
  - Virginia Chamber of Commerce’s “Fantastic 50” for 2016 -2018
  - Inc.5000 for 2016-2018
  - Smart CEO Magazine’s GovStar Award, and Protégé of the Year Award, for 2016

# Why American Cyber?

- We **understand customer requirements** at ALL levels:
  - OSD/HQDA Policies, both Functional & Acquisition
  - Experience in all Lifecycle Management Phases
    - Requirements, Design, Development, Integration & Testing, Fielding & Sustainment
  - PEO/PM Experts (plus DISA, CIO/G-6, AMC, NETCOM and ARCYBER)
    - PMO functions of Business Mgt, Technical Mgt, T&E, Logistics/Ops Mgt
    - Milestone Decision Review requirements, processes and documentation
- **Repeatable client satisfaction** via ISO certifications
- High Quality, Low Costs = **Best Value**
- Excellent ability to recruit & retain **exceptional personnel**
- CONUS and **OCONUS** Experience

# Core Competencies



- Best of breed products and services
- Understanding of C4ISR and Cyber requirements, architectures & systems
- Tailoring commercial technology and best practices to DoD environments and requirements
- Ensuring streamlined project implementation
- Sustainable life-cycle results

# Summary of Expertise

Product Development & Integration	Cyber Security and Information Assurance	Project Implementation & Life-Cycle Management	Systems Engineering & Management	Policy & Strategy Consulting
<ul style="list-style-type: none"> <li>• Technology Insertion</li> <li>• Systems Engineering and Integration</li> <li>• Bridging Technologies (Legacy/Current to Future)</li> <li>• Cost-effective solutions</li> <li>• Preferred Vendor Pricing</li> <li>• Software &amp; Application Development</li> <li>• Agile Development</li> <li>• Testing</li> <li>• Configuration Management</li> <li>• Product/System Lifecycle Management</li> <li>• PED</li> <li>• Big Data Analytics</li> <li>• Mobility</li> </ul>	<ul style="list-style-type: none"> <li>• IATTs, IATOs, ATOs, and POAMs</li> <li>• Identity Mgt/PKI</li> <li>• Cyber Threats</li> <li>• IT Risk &amp; Security Access/Controls</li> <li>• Compliance Evaluations &amp; Audits</li> <li>• Vulnerability Analyses</li> <li>• Privacy/PII</li> <li>• Resiliency</li> <li>• Business Continuity</li> <li>• Disaster Recovery</li> <li>• Backup &amp; Recovery</li> <li>• Security Testing &amp; Evaluation</li> <li>• Security Training</li> <li>• NAC, VPN, and DLP</li> <li>• Ops Centers</li> </ul>	<ul style="list-style-type: none"> <li>• Program &amp; Project Management</li> <li>• Security Program Development</li> <li>• Test &amp; Evaluation</li> <li>• PPBES</li> <li>• IT Architecture</li> <li>• Lean Six Sigma</li> <li>• Strategic Planning</li> <li>• Program Execution</li> <li>• Lifecycle Management</li> <li>• Systems Integration Oversight</li> <li>• Requirements Analysis</li> <li>• Acquisition Strategies</li> <li>• IV&amp;V</li> <li>• Procurement Support</li> <li>• Help/Service Desk</li> </ul>	<ul style="list-style-type: none"> <li>• Virtualization</li> <li>• Cloud</li> <li>• Server</li> <li>• Storage</li> <li>• Network</li> <li>• Cabling</li> <li>• Power</li> <li>• Applications</li> <li>• Interconnectivity</li> <li>• Web</li> <li>• User Control &amp; IMAC</li> <li>• Monitoring</li> <li>• Configuration Management</li> <li>• Continuous Monitoring</li> <li>• Incident Response</li> <li>• Quality Assurance</li> <li>• Testing &amp; Evaluation</li> <li>• Performance</li> </ul>	<ul style="list-style-type: none"> <li>• Policy &amp; Strategy Formulation                             <ul style="list-style-type: none"> <li>– Studies and Analysis</li> <li>– Modernization</li> </ul> </li> <li>• Knowledge Management                             <ul style="list-style-type: none"> <li>– Knowledge Capture</li> <li>– Knowledge Transfer</li> <li>– SME</li> <li>– Training</li> <li>– SOP</li> <li>– Best Practices</li> </ul> </li> <li>• Performance Management                             <ul style="list-style-type: none"> <li>– Process Mapping</li> <li>– Risk Management</li> <li>– Performance Improvement</li> </ul> </li> <li>• Governance                             <ul style="list-style-type: none"> <li>– Quality Management</li> <li>– SLA, OLA, etc.</li> </ul> </li> <li>• Balanced Scorecard &amp; Strategy Maps</li> <li>• Department level policy development and interpretation</li> </ul>

# Current & Past Support to Clients

Customer	Policy & Strategy Formulation	C4ISR Program Implementation	IT Security, Information Assurance & Resiliency	Operations & Logistics Support	Engineering Solutions
ARCYBER/NETCOM – AESS		X			X
Defense Logistics Agency (DLA)				X	
Defense Health Agency (DHA)		X			X
DISA Joint Service Provider (JSP) IA/CND	X	X	X		
DISA JSP Customer Care Pentagon Help Desk	X	X	X		X
DISA JSP – Service Delivery				X	
GSA FAS ITS Contracts Division (QTA)		X			X
HQDA CIO/G-6 AONS Support	X	X		X	
PEO EIS – AESIP	X	X			
PEO EIS – ALTESS	X		X		X
PEO EIS – DCO			X		
PEO EIS – FMS	X	X			
PEO EIS – IPPS-A	X	X	X	X	X
PEO EIS – MC4		X		X	
PEO EIS – RCAS	X	X	X		X
PEO EIS – TAO		X			X
SOCOM SITEC contract				X	



# Retention – Why People Join and Stay

- **Competitive Salaries**
- **Excellent Benefits** including Health, Retirement, Profit Sharing and Savings Plans
- **Training & Certification** Reimbursement
- Certification **Bonuses** and **Education Assistance**
- **Customer Service Awards**
- Challenging and **Rewarding Missions**

# Points of Contact for American Cyber

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