# Capability Statement

**Excelsior CONSULTING GROUP LLC**

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## Core Competencies

Excelsior is a premier information technology and business optimization consulting firm specializing in **ERP (SAP ECC & CRM) systems implementations** as well as **general IT project management, custom application development, business data warehousing and reporting, business process and advisory services, and technical consulting services.** Our specialty is Enterprise wide SAP projects in the government and professional services sectors, but we are excellent at delivering a wide and diverse range of other general IT consulting and advisory services in a number of industries.

We are a stable and established business founded in 1993 and are a **woman and minority owned firm certified as an SBA 8(a) business partner** as of October 2015.

| Enterprise and ERP Services | Application Development | Project Management, Training |
|---|---|---|
| ➢ SAP ECC and CRM expert consulting | ➢ SAP ABAP | ➢ Program and Project Planning |
| ➢ Functional business process consulting | ➢ Adobe Interactive forms | ➢ Schedule and Project Plan Definition & Management |
| ➢ Enterprise Architecture consulting | ➢ SAP NetWeaver | |
| ➢ Test planning & execution | ➢ Java development and Java Enterprise Edition (JEE): JSP, JPA, JSF, JDBC, EJB, EJB 3, JMS | ➢ Project Budgeting |
| ➢ System administration and monitoring (BASIS) | | ➢ Resource Needs Assessment, Planning & Acquisition |
| ➢ Security and authorization | ➢ MS SQL and Oracle development/DBMS | ➢ Scope and Deliverable reviews |
| ➢ Data extraction and archiving | ➢ Portal and Web development (HTML, JavaScript, Ajax, CSS, SAP Enterprise Portal) | ➢ Architectural reviews |
| ➢ Data migration and data conversion | | ➢ Risk Management |
| ➢ Reporting, Business Intelligence and Data Warehousing, Business Objects | ➢ eXtensible Markup Language (XML), XSLT | ➢ EVM (Earned Value Management) |
| ➢ Help Desk and Support Services (O&M) | ➢ Web Services (SOAP) | ➢ Curriculum & Course Development |
| ➢ IV&V (Independent Verification & Validation) | ➢ SharePoint design and development | ➢ Training delivery (Instructor, Computer Based) |

## Differentiators

**Security Cleared Resources**– the majority of our lead consultants are Cleared federal process and IT experts

**The Best and Most Experienced** – our U.S. based consultants have an average of 15 + years of hands-on SAP and other consulting experiences and work independently or in a team environment. We are excellent communicators and team players

**Collaborative and Integrated Client Relationship**– we focus on blending in with our clients and partners and providing total client satisfaction by working together effectively with everyone on the project teams

**Value Proposition & Personal Service**– our business model is lean and our rates are best-value and competitive with unmatched customer service

**Unique Contract Vehicle and Payment Plan Option** – we offer access to a unique generic contract line vehicle for specific Software / Services / Equipment purchases for DOD & DHS, and also offer a Federal Installment Payment Plan option

## Company Data

**Founded:  1998**
**HQ:  Fairfax, Virginia**
**SBA 8(a) Certified Business / Woman & Minority Owned**



**8(a) Certified as of October 2015**

**DUNS:  128178402**
**EIN:  54-1927962**
**CAGE:  3C9L6**

**NAICS codes:**

**541512**  (Computer Systems Design Services)
**541511**  (Custom Computer Programming Services)
**532420   541513   541519   541611   541612   541614**
**541618   541690   541990**

## Past Performance

| Public Sector – Federal, State, & Municipal Government | Commercial & Other: |
|---|---|
| ➢ *US Customs and Border Protection  (BEMS, ACE)*<br>➢ *US Department of Agriculture (FMMI, FAS Billing)*<br>➢ *US Department of the Interior  (FBMS)*<br>➢ *US Army  (GFEBS)*<br>➢ *Municipality of Anchorage, Alaska*<br>➢ *Pennsylvania Turnpike Commission* | ➢ *Computer Sciences Corporation (CSC)*<br>➢ *SRA International, Inc.*<br>➢ *IBM Global Business Services*<br>➢ *Boeing Services Company*<br>➢ *Bart & Associates, Inc.*<br>➢ *Cornell University Weill Medical College*<br>➢ *Institute of International Education (IIE)*<br>➢ *PSS Federal*<br>➢ *Discovery Channel*<br>➢ *Luxottica* |