

# Capability Statement

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## Core Competencies

Excelsior is a premier information technology and Lead to Cash business optimization consulting firm specializing in **ERP (SAP S4/HANA, BRIM, ECC, CRM, & GRC) systems implementations** as well as **general IT project management, cyber security, cloud migration, data management & migration, 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.

Excelsior also is a value-added partner and reseller for SAP software and cloud subscription services and a reseller of Oracle + Dyn Cybersecurity software.

We are a stable and established business founded in 1998 and are an **8(a) Woman and Minority owned firm, certified as of October 2015**.

### Enterprise and ERP Services

- SAP Expert Consulting Services
- Process Design and Integration
- Enterprise Architecture Consulting
- Test Planning & Execution
- System/Network Administration
- BASIS, Cyber/Security and authorization
- Data Migration, Conversion, & Archiving
- Business Analytics, Reporting and Data Warehousing, Business Objects
- Help Desk and Production Support

### Application Development

- SAP NetWeaver, ABAP & Fiori
- Adobe
- Apache HTTP Server
- Java Development and Java JEE: JSP, JPA, JSF, JDBC, EJB, EJB 3, JMS
- MS SQL and Oracle Development/DBMS
- Portal and Web development (HTML, JavaScript, Ajax, CSS, SAP Enterprise Portal)
- XML, XSLT, Web Services
- SharePoint design and development

### Project Management, Training

- Program and Project Planning
- Agile & Waterfall Methodologies
- Project Budgeting & Management (EVM)
- Resource Needs Assessment, Planning & Acquisition
- Scope and Deliverable Reviews
- Architectural Reviews
- Risk Assessment & Mitigation
- Curriculum & Course Development
- Training Delivery

## Differentiators

**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 541330 541513 541519 541611 541612

541614 541618 541690 541990

## Past Performance

### Public Sector – Federal, State, & Municipal Government

- **US Army (GFEBs) & Army National Guard**
- **US Navy (MWR) & US Marine Corps**
- **US Customs and Border Protection (BEMS, ACE)**
- **US Department of State**
- **US Department of Agriculture (FMFI, FAS Billing)**
- **US Department of the Interior (FBMS)**
- **US Census Bureau**
- **Municipality of Anchorage, Alaska**
- **Pennsylvania Turnpike Commission**

### Commercial & Other:

- **DXC Technology**
- **Accenture**
- **IBM**
- **Microsoft**
- **SAP America**
- **Boeing Services Company**
- **Agilent**
- **Cornell University Weill Medical College**
- **Institute of International Education (IIE)**
- **Discovery Channel**