

# PIVOTALPOINT

## CAPABILITIES STATEMENT

In a rapidly changing industry, Pivotal Point continuously innovates, providing sound solutions that surpass expectations. Knowing our clients' environments, initiatives, and goals, we successfully support their mission requirements, on time and on budget. We provide the Federal Government and Businesses with a wide range of support services: Business Management Consulting, Event Management Services, Program/Project Management, Facilities Operations and Management, Information Technology (IT), and Telecommunications Engineering and Integration. Our commitment to excellence and quality is backed by our proven performance and our ISO 9001:2015 certification.

### Core Competencies

#### **Program/Project Management and Management Consulting**

- Program Management Office (PMO) Staffing & Support
- Project Management (PMP, ITIL certifications)
  - Telecommunications Integration & Transition Projects
  - Physical Infrastructure Planning & Engineering
- Conference/Event Planning & Management
- Business Process Engineering, Use Development, or Improvement
- Capacity, Configuration, and Cost Analysis & Recommendations
- Knowledge Management

#### **Event Management Services**

- Site Selection and Contract Negotiation
- Registration Management
- Pre-Planning and Budget Management
- Conference, Meeting, and Trade Show Services
- Onsite Services
- Transportation Logistics
- Post Event Reporting

#### **Information & Telecommunications Integration Services**

- Infrastructure Planning, Engineering & Operations
- Cloud Transition and SharePoint Migration
- Data Center Consolidation & Integration
- Voice over Internet Protocol (VoIP)

#### **Network Engineering Services**

- System Architecture & Design
- Mission Continuance Strategies
- Network Integration & Transition Services
- Staging/Testing/Prototyping Services
- Implementation Planning & Installation

#### **Physical Infrastructure Planning and Engineering Services**

- Inside Plant Cable Installation & Testing
- Telecom/Data Room Infrastructure Design & Installation
- Telecommunications Closet Refresh
- Uninterruptible Power Supply (UPS)/Mission Critical Planning & Operational Support Services
- Environmental System Assessments, Engineering, & Optimization

#### **Supply Chain Logistics**

- Data Center Inventory Management (DCIM)& Operations
  - CORMANT-CS DCIM systems
- Asset and Inventory Tracking & Inspection
- Review of Asset/Logistical Financial Reports
- Data Entry & Asset Database Maintenance
- IntelliTrack® Installation, Control, & Management
  - Asset, Materials, & Inventory Control
  - Materials Order Fulfillment

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### Vendor Information

Duns Number: 828246442

Cage Code: 56578

SBA 8(a)

CVE Veteran Owned Small Business (VOSB)

Economically Disadvantaged Woman Owned Small Business (EDWOSB)

ISO 9001:2015 Certified

NIST CSF (SP-800-171r1) Compliant

BICSI Corporate Member

Virginia Dept. of Small Business & Supplier Diversity  
Small, Woman and Minority-Owned (SWaM)  
Certification #677401

Virginia Dept. of Transportation Small Business  
Enterprise Program (VSBEP) Eligible

Capital Region National Minority Supplier  
Development Council (NMSDC) Certified  
Minority Business Enterprise (MBE)

US Pan Asian American Chamber of Commerce  
Education Foundation (USPAACC) Certified  
Asian American/Minority-owned Business

### NAICS Codes

**238210** Electrical Contractor and Other Wiring  
Installation Contractor

**541330** Engineering Services

**541511** Custom Computer Programming Services

**541513** Computer Facilities Management Services

**541519** Other Computer Related Services

**541611** Administrative Management and General  
Management Consulting Services

**541614** Process, Physical Distribution, and Logistics  
Consulting Services

**541618** Other Management Consulting Services

**541990** All Other Professional, Scientific, and  
Technical Services

**611420** Computer Training

✓ **12+ Years Outstanding Reputation for Proven Commitment to Quality and Customer Service; Helping Our Customers Exceed their Objectives**

✓ **Company Certifications and Professional Certifications (ISO 9001:2015, PMP, Security +, ITIL, BICSI, CCENT, CCNA), Skill Sets and Experience that Enhance Our Customers' Missions**

✓ **Corporate Culture of Integrity, Respect, Trust, and Result-Oriented Solutions**

✓ **Reputation for Engaging Business Partners Who Enrich Our Endeavors and Support Our Customers' Needs**

✓ **Forward Focus – Providing Innovative Solutions that Embrace Our Clients' Vision for Today and Tomorrow**

### Select Clients

U.S. Department of Veterans Affairs (VA)

Defense Information Systems Agency (DISA)

US Department of Labor (DOL)

National Aeronautics and Space Administration (NASA)

Verizon Business

Verizon Federal

### Contracts

GSA 8(a) STARS II, GS-00Q-17GWD-2075

GSA EIS (Subcontractor)

VA T4NG (Subcontractor)

### Contact Us

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