Insight. Innovation. Integrity.

Overview:

iGov is a successful systems integrator recognized for its areas of expertise and leadership within specific strategic markets. Our specialization lies in providing federal agencies with manageable and cost-effective IT solutions. Established in 1996, iGov has developed a broad contract portfolio featuring solutions from the leading hardware and software manufacturers in the industry. iGov deploys its people, expertise and processes to execute full life cycle enterprise and tactical IT programs so that clients can fulfill their mission objectives successfully.

Section 1: Industry Overview and Organizational Quick Facts

The Industry:

By utilizing leaner and more efficient IT systems, systems integration is growing in importance as defense systems become more "connected." Traditional "stovepipe" designs were developed with no thought of future integration or interconnectivity, resulting in disconnected environments, data duplication, information discrepancies and lack of information visibility across the enterprise. Modern IT systems are being deployed that interconnect with each other, tackling many of these challenges. This does not, however, solve the challenge of integrating these new systems with the older systems and vice versa. As a result, massive amounts of resources are being spent on R&D.

iGov's expertise lies in bringing together component subsystems into a whole and ensuring that those subsystems function together. iGov strives to maximize ROI and achieve forward-looking, flexible architecture aligned with broader enterprise architecture goals through the emergence of new and improved technologies in the marketplace.

About iGov:

iGov is recognized by our customers and industry peers alike for our expertise, innovation and quality of services. We possess highly-valued domain expertise with specific customer missions and operations, providing solutions to specific business problems and targeted technology. We have concentrated our efforts on a few markets where we have a competitive advantage, and have earned a reputation as one of the top players in those markets. We don't try to do everything for everyone. We do, however, strive to offer the best services and solutions to our specific customer base.

Founded in:

1996

Headquarters:

8200 Greensboro Dr. Ste. 1200
McLean, VA 22102
Phone: 703.356.1160, Fax: 703.356.2023

Number of Employees:

98. (71 holding clearances).

Annual Revenue:

$150M

Key Contracts and Clients:	USSOCOM: Tactical Local Area Network (TACLAN)
	Army's PEO C3T: Battle Command Sustainment Support System
	USMC's MARCORSYCOM for Tactical Collaborative Work Suite (TCWS)
Contract Vehicles:	DHS FirstSource
	GSA IT 70
	NASA SEWP IV
	NIH ECS III
	USSOCOM BPA
Leadership Team:	Patrick Neven – Co-Founder, Chief Executive Officer and Chairman of the Board
	Mike Tyrrell - President and Chief Operating Officer
	Walter Hupalo - Co-Founder and SVP of Corporate Development
	Jack Pooley – Co-Founder and Senior Vice President, Sales
	Steve Hamric - Chief Financial Officer
	Allan Bellacicco - Vice President of Program Management
	Sean Thompson - Vice President of Business Development
	Tom Walsh - Vice President of Contracts
	Kim Schmitt – Vice President of Human Relations

Section 2: Capabilities and Solutions

At iGov, we focus on providing relevant solutions that consistently produce tangible and measurable benefits, making it easier for our clients to manage their system processes and ultimately meet their objectives. We take a practical approach to technology, harnessing it for the benefits it brings to our customers. As a result, we offer a variety of scalable, flexible and integrated system solutions to customers.

Our Capabilities:
iGov's extensive product and service offerings reflect the company's deep commitment to our corporate mission of delivering "innovative, mission-centric IT solutions to our government customers." The following capabilities help our customers meet their mission-critical program needs:

- **Technology** - At its core, iGov's platform-independent approach provides tools and analysis for disparate real-time data points. This ability to interpret complex information creates an actionable context for clients to "connect the dots" between information and events. Our technical expertise and refined solutions empower our clients to visualize and achieve their defined missions. iGov's technology solutions are comprised of:
  1) Integrated product solutions, including IT infrastructure, command center/situational awareness, and mission-centric custom solutions
  2) Engineered system solutions for mobile/deployable networks, unattended sensor systems and communications technology

- **Program Management** - iGov's Program Management is comprised of a comprehensive suite of services addressing the full program life cycle and implemented by highly skilled iGov team members. We deliver IT projects by certified and accredited professionals who adhere to industry Project Management standards, including PMP, PMBOK, and ITIL. Our Program Management expertise allows

us to be large enough to deliver a total lifecycle IT solutions, yet small enough to focus on specific customer needs.

- **Engineering Management** - iGov's expertise in Engineering Management is derived from the company's extensive experience in the technical areas of Systems Engineering, Requirements Development, System Design, and Integration and Quality Assurance. These offerings together comprise a comprehensive approach which generates forward-thinking and successful solutions to the toughest engineering challenges.

- **Research and Development** - iGov's cutting-edge and forward looking Research and Development facility is equipped with sophisticated technology and equipment necessary for a truly progressive R&D program. The facility, coupled with our mission-centric and skilled R&D team, offers a winning combination for exploration in the areas of Emerging Technologies, COTS/NDI and Concept Analysis.

- **Integrated Logistics Support** - iGov's Integrated Logistics Support program employs some of the best practices and approaches in the industry to support technical solutions for each and every client. The ILS program is comprised of production and logistics, as well as service management and service delivery.

Our Solutions:
At iGov, we always start with our customer requirements to ensure that the results are aligned with the mission, budget and schedule. Based on our knowledge of our customer's environment, we are then able to provide innovative and cost effective solutions to each client's requirements.

Current iGov solutions include:

- **Tactical Local Area Network (TACLAN)** - iGov's TACLAN program performance offers tremendous insight into the multi-dimensional benefits customers can gain from iGov's tactical networks expertise. iGov designed and developed tactical networks for USSOCOM, providing all design, integration, testing, training, fielding and 24 X 7 help desk support.

  TACLAN enables net-centric warfare, interconnecting deployed elements of the DoD tactical forces through our mobile IT infrastructure and applications. Our modular, scalable suite of computer network equipment and workstations provide functionality to soldiers and teams or Joint Task Forces at the HQ level, in addition to the tactical equivalent of a garrison network (NIPR, SIPR and JWICS).

  The TACLAN program leverages our tactical networks expertise to support the following military IT functions:
  * Operations planning and reporting
  * Readiness and unit status monitoring
  * Mission rehearsal and execution
  * Personnel support
  * Orders dissemination and force execution
  * Mission planning and analysis
  * Intelligence analysis and reporting
  * Logistics planning and tracking

- **Tactical Collaborative Work Suite (TCWS) 2.0** – iGov's work on TCWS 2.0 provides critical collaboration tools in support of Marine Air Ground Task Force (MAGTF) Operations. Our solution has

resulted in a smaller, simplified and more operator-friendly expeditionary platform enhanced with a standardized set of capabilities that allows for Marines to deploy, manage, maintain, and update the system without System Integrator reliance and/or dependencies (i.e. "Vendor Lock-in"). TCWS 2.0, which was prototyped less than 8 weeks from the contract award date, has doubled performance capabilities from TCWS 1.5 and reduced system weight by 50%. iGov's ability to quickly design, test and produce reliable, modular virtual hosting platforms that support collaboration, including information sharing services and applications, has dramatically increased program efficiency.

- **TSA TTAC Secure Flight Program** - iGov is proud of providing information technology and support services to the TSA TTAC modernization program through our FirstSource contract.   TTAC Modernization includes the Secure Flight Program, which is a behind-the-scenes program that streamlines what is known as the "air watch list matching process." The program utilizes a massive database of known terrorist and criminals' names, comparing these names to airline passengers' names to identify potential threats. The objective is to lead to the apprehension of potential enemies of our nation.

- **CIS Transformation** - On July 23rd 2010, iGov was awarded a sizeable DHS FirstSource Delivery order to provide information technology (IT) in support of the US Citizenship and Immigration Services (CIS) Transformation program. Under the program, DHS will consolidate information technology from its components into two data centers: Data Center 1, at Stennis Space Flight Center, MS DC(1); and Data Center 2, Clarksville VA DC(2). The Data Center consolidation efforts will standardize IT resource acquisitions across DHS components, as well as streamline maintenance and support contracts, allowing for less complex vendor support and expedited response times in the event of an emergency.

  The award to iGov validates iGov's continued position as a market leader in providing complex IT systems to the Federal Government and delivering them in a timely manner.

iGov past performance includes:

- **Battle Command Sustainment Support System BCS3** - iGov's BCS3 solution provides battlefield logistics command and control for critical weapons systems, fuel, ammunition and personnel. We have fielded over 7,000 systems, while reducing system weight from 80 pounds to 6 pounds, saving over $6M for the Army.

- **eArmyU Global Distance Learning Solution** - iGov's Global Distance Learning Solution offers Web-based distance learning for soldiers, providing them the opportunity for continuing education regardless of their location or wartime status. Our solution offers 146 certificate and degree programs through 29 colleges and universities. We've configured, produced, and distributed over 21,000 systems; serviced over 3,000 help desk and warranty incidents; and managed both vendors and subcontractors – while reducing production costs by over $400k.

- **Life Cycle Replacement for Tobyhanna Depot** - Designed, Installed and Maintained over 3,000 systems for ARMY AMC.

- **Camp Roberts Test** - A secure wireless exercise for SATCOM/RF, EOIP, Wireless/Mesh Networks.

Section 3: Background

iGov is a systems integrator recognized by both customers and industry peers for its expertise and leadership within certain strategic markets. Founded in 1996, iGov has established itself as a profitable and growing IT systems integrator delivering high-value customer solutions. We provide cost-effective information technology solutions, offering a full line of products including security and storage, as well as networking and asset information management solutions. Our vendor and partner relationships allow us to define and integrate innovative solutions – not just produce case studies. Our integration and warehousing facility provides flexibility for the efficient staging, integration, and support of deployed systems.

Our specialties include:

- Deployable IT Systems – iGov plans, produces, tests, provides training, and fields tactical systems for the Warfighter.
- Systems Engineering – We design, build, test, integrate and sustain IT systems. Our work includes virtualization, networks, EOIP and storage.
- Communications support – iGov's communication support complements our tactical networks. Our work involves systems engineering, integration and program management for communication system development and integration. We work with SATCOM/RF, EOIP and wirless/mesh networks.
- Product Fulfillment – iGov was founded to provide efficient and low cost fulfillment options to DoD customers. We provide highly efficient, cost effective fulfillment of hardware, software and specialized product needs.

iGov is organized into two business divisions, which allows us to capitalize on our experience and inside knowledge of specific client requirements:

a. Public Sector Division - provides a broad range of professional engineering services, products, integration, test services, and program management support to major federal government technology programs in both DoD and civilian agencies.
b. Technology Division - provides system integration and life cycle support services for C4I systems used by the DoD intelligence community.

iGov combines several key elements to make our clients successful including: talented management and certified professionals such as PMP, CISSP, and CCIE; years of experience in IT system design and development; and proven methodologies, such as CMMI, ISO, ITL and PMBOK.

We pride ourselves in these superior levels of certification, as well as our ability to communicate effectively, provide proper documentation of our efforts and engage in comprehensive follow-through on all actions with our customers. We strive to be the best at what we do by providing our customers with more services for less cost - and with faster response times than our competition.

Section 4: Bios

"For a company to achieve the desired result, its culture – what people think and do – must be aligned with the result." - Roger Connors

iGov is proud to have an executive committee that leads the entire organization with a deep-seeded commitment towards treating customers as true company partners. Our leaders, along with our world-class engineers and knowledgeable sales staff, make iGov the organization that it is. As the defense IT climate continues to evolve, our entire team is committed to providing our clients with the solutions, services and results they require.

Patrick Neven – Co-Founder, Chief Executive Officer and Chairman of the Board

Patrick Neven sits at the helm of iGov as it continues to expand its current customer base, while still maintaining an efficient and lean business profile. He founded iGov in 1996 to offer manageable and cost-effective IT services and solutions to government agencies worldwide. iGov has since evolved into an organization that meets the entire range of tactical and enterprise IT needs of federal agencies. Mr. Neven's entrepreneurial skills are well-recognized in the government IT market, and he possesses creativity as an executive leader that inspires both confidence and camaraderie with his intuitive team-building skills.

Prior to founding iGov, Mr. Neven held several key marketing and managerial positions with prominent IT government contractors. Most recently, he was the Director of Federal Sales for Innova Communications and Vice President of Sales and Marketing for BDS, Inc.

Mr. Neven was educated in North America and Europe, graduating from Saint Ambrose in England.

Mike Tyrell - President and Chief Operating Officer

Mike Tyrrell joined iGov in 2005 as Chief Financial Officer from Tatum LLC and was promoted to President & COO in December 2006. Mr. Tyrrell has over 25 years of professional experience and provides iGov with corporate, investment and financial management; strategic planning expertise; and value creation experience. Mr. Tyrrell previously served as a highly successful senior executive for several other IT companies in the Washington, DC area, including In-Q-Tel, Inc., KTI Network Solutions and QuesTech, Inc.

Mr. Tyrrell holds an MBA in Finance from George Mason University, a Masters in Telecommunications from Syracuse University, and a Bachelor's in Accounting from the University of Scranton. He is also a Wharton Fellow at the University of Pennsylvania's Wharton Business School for continuing executive education. In addition, he has a CPA license from the State of Virginia.

Walter Hupalo - Co-Founder and Senior Vice President of Corporate Development

Walter Hupalo is a co-founder of iGov, establishing the government contracts and proposal division to support the company's growth to over $100 million dollars. Today, he continues his work in new business development and business capture management. He also leads the company's initiatives in ISO quality management systems and assurance.

Prior to the founding of iGov, Mr. Hupalo held several key contract and proposal management positions with leading IT government contractors. Most recently, he served as Director of Bids and Proposals for Innova Communications. Prior to Innova, he served as Proposal Manager of BDS, Inc. and continued in that role after the merger with BTG, Inc.

Mr. Hupalo holds a Master's in History from West Virginia University and a Bachelor's in History from Bethany College. He also has a Certificate in Distribution Management from Ohio State University and has participated in the University of Virginia Contracts and Procurement Management Program. Mr. Hupalo is a member of AFCEA and a veteran of the U.S. Army.

Jack Pooley – Co-Founder and Senior Vice President, Sales

An original iGov co-founder, Mr. Pooley has over twenty years of experience supporting the federal government. From a college internship supporting the U.S. Navy to his current position, he has held multiple key positions of ever-increasing responsibility. Prior to iGov, Mr. Pooley held executive positions with Booz-Allen & Hamilton and Innova Communications. He also completed a successful venture with iGov's sister company, Government Channels Group.

Mr. Pooley holds a Bachelor's of Business Administration in Management Information Systems from James Madison University.
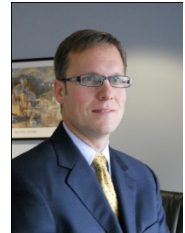
Steve Hamric - Chief Financial Officer

Steve Hamric joined iGov in 2010 to oversee the company's finance, accounting, information technology and purchasing areas. As part of the company's senior executive team and investment committee, he helps guide iGov's strategic direction. Mr. Hamric possesses over 19 years experience in financial and administrative management for high-growth organizations, specializing in government contracting, mergers & acquisitions, capital financings, banking and credit facilities for aggressive growth companies.

Prior to joining iGov, Mr. Hamric served as the CFO for Athena Technologies, Inc., directing the company's accounting, finance, legal, administrative, human resources, contracts and IT activities. He previously served as CFO and Controller for several start-up technology companies, including Appfluent Technology, and Entevo Corporation. He played an active role in raising over $50 million in debt & equity capital, and was also instrumental in closing M&A transactions totaling over $250 million. Mr. Hamric has also held various accounting and financial management positions at organizations including Dyncorp and Airborne Freight Corporation.

Mr. Hamric holds an MBA from the Virginia Tech Pamplin College of Business and a Bachelor's of Science degree in Finance from Radford University.

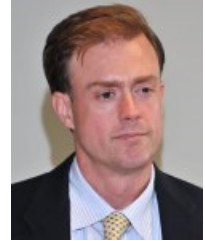**Allan Bellacicco - Vice President of Program Management**

Responsible for the oversight of IT service contract execution, Allan Bellacicco joined iGov from TranTech Inc., where he was Senior Vice President of the Enterprise Services Group. At TranTech Mr. Bellacicco was responsible for the development and roll out of a new software solution that managed video evidence for the criminal justice market. He was also with Steve Myers and Associates and spent 20 years at Northrop Grumman, serving in a number of program management positions including Division Director for several divisions delivering IT services to federal civil agencies.

Mr. Bellacicco holds a Bachelor's of Science in Civil Engineering from the Citadel and is a licensed Professional Engineer in the Commonwealth of Virginia. He is also a veteran of the U.S. Navy.

Sean Thompson - **Vice President of Business Development**

Sean Thompson is responsible for all services and solutions focused business development and capture activities for iGov. He joined iGov with more than 15 years of industry experience in the areas of business acquisition, capture and delivery. Prior to joining iGov, Mr. Thompson led all business development and capture activities for a division of Northrop Grumman and served as a capture manager for large services focused procurements in the DoD and Intelligence communities. He also worked with IBM, where he served as a business developer and project/program manager for critical classified Intelligence Community Programs. Additionally, Mr. Thompson spent several years with American Management Systems as a Principal serving in several senior corporate business acquisition and marketing roles.

Mr. Thompson graduated with honors from the University of Virginia with a Master of Science concentrating in IT Management. He also holds an MBA and a Bachelor's of Business Administration from James Madison University with concentrations in Accounting and Computer Information Systems.

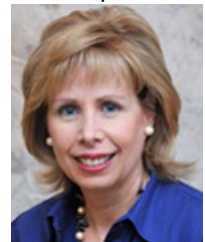**Tom Walsh - Vice President of Contracts**

As Vice President of Contracts, Mr. Walsh is responsible for the management and execution of all iGov contracts, subcontracts and partner agreements. He has more than 20 years experience in program management, logistics and contract management. Mr. Walsh joined iGov in 2001 as Senior Program Manager and assumed his current position in 2005. Before joining iGov, he served as a program manager with Government Technology Services, Inc. (GTSI) where he managed several large contracts including a $400 million+ U.S. Army contract offering workstations, servers, notebooks, printers, peripherals and technical services. He also held program and project management positions with Pulsar Data Systems and Falcon Microsystems and was a distribution manager with INMAC.

Mr. Walsh has a Bachelor's of Science in Marketing from the University of Maryland and is a member of the National Contracts Management Association.

Kim Schmitt – Vice President of Human Resources

Kim Schmitt joined iGov in 2004 as Director of Employment with responsibility for recruiting and expanding the iGov workforce to match the company's continuous growth. Ms. Schmitt's position evolved into the development and management of the Human Resources department for iGov. She was later promoted to Vice President of Human Resources.

Ms. Schmitt has over 20 years of experience in Recruitment and Human Resources with 10 years in the government contracting arena. She has held previous management positions with SI International, Intervise Consulting and Alexus International.

Ms. Schmitt holds a Bachelor's of Business Administration with a focus on Business Management from Eastern Kentucky University and is certified as a Senior Professional in Human Resources (SPHR).

Section 5: News

2010 has been a year filled with exciting milestones for iGov.   We are proud of our accomplishments and are looking forward to achieving many more in 2011.

- **September 28, 2010 - iGov wins multiple military support contracts**
  On September 28, 2010, iGov announced that it won three significant technology, logistics and support services subcontracts in support of United States Department of Defense worldwide. These include SOFSA, Global Battlestaff and Program Support (GBPS), and Common Afloat Local Area Network Infrastructure (CALI).
  To learn more about these contracts and iGov's scope of work with each, click here.

- **August 2, 2010 - iGov Achieves CMMI-DEV Level 3 Rating**
  On August 2, 2010, iGov announced that it has achieved the Software Engineering Institute's (SEI) Standard Capability Maturity Model - Integration for Development (CMMI®) (Appraisal Method for Process Improvement (SCAMPISM) Class A CMMI-Development Maturity Level 3 rating (Appraisal #14139).
  To learn more about the significance of this rating, click here.

- **June 30, 2010 - iGov Awarded United States Marine Corps TCWS Contract**
  On June 30, 2010, iGov announced that it was awarded the Tactical Collaborative Work Suite (TCWS) contract by the United States Marine Corps (USMC). TCWS initial contract task supports the Marine for the development, delivery and support of 2 baseline systems and associated services. The period of performance on the contract has options for up to 3 years and is for production of up to 117 TCWS systems. The contract has a maximum overall value of $25M.
  To learn more about iGov's work with the TCWS 2.0 contract, click here.

- **May 4, 2010 - iGov and Team TACLAN Partners Join Forces to Support Military Families**
  On May 4, 2010, iGov announced a joint fundraising effort with Team TACLAN partners to raise $100K in 2010 as part of its ongoing effort to support the Special Operations Warrior Foundation (SOWF). The foundation provides full college scholarship grants, along with financial aid and educational counseling to surviving children of Army, Navy, Air Force and Marine Corps personnel who were killed in an operational mission or training accident.
  To learn more about iGov's work with the Special Operations Warrior Foundation, click here.

For additional information about iGov, feel free to contact our marketing department:
Marketing Department
Phone: 703.356.1160, Fax: 703.356.2023