

## STAN KEE BUSINESS SOLUTIONS LLC CAPABILITY STATEMENT

With ever-increasing competition within the DOD environment, contractors require greater visibility and the ability to make profitable decisions confidently. Stan Kee Business Solutions will generate a competitive advantage through aggressive and innovative development of solutions to revitalize operations, increase revenue, and re-shape business cultures.

### CLIENT-FOCUSED OFFERINGS

- ◆ Process improvement
- ◆ Build workforce alignment
- ◆ Life Cycle Management optimization
- ◆ Augment revenue and profitability
- ◆ Launch Gold Standard cross-training initiatives
- ◆ Foster communication between front office and field staff
- ◆ Cultural revitalization between management and field operations
- ◆ Strengthen overall performance through implementation of Best Practices
- ◆ Building and right-sizing of teams to minimize business risks and improve profitably
- ◆ Reshaping Material Program Management approaches to shorten TAT

**CAGE CODE:** 8GPN3

**DUNS:** 111472131

**NAICS CODES:**

**541990 - Professional, Scientific,  
& Technical Services**

541330 - Engineering Services

541611 - Management Consulting  
Services

541614 - Logistics Consulting Services

541618 - Other Management Services

611430 - Development Training

### CORE COMPETENCIES

Stan Kee Business Solutions partners with both large and small businesses providing effective solutions for requirements compliance, financial & contract management, maintenance tracking, and logistics management so they can focus on growth and sustainability. We provide the following customizable/scalable business solutions to address all of your government / commercial customer needs:

- ◆ **Augmenting revenue and profitability goals** by instilling a results-based philosophy, building creative approaches within Procurement and Material Program Management communities, and holding stakeholders accountable for contract compliance, customer satisfaction, and financial expectations.
- ◆ **Enhancing training operations and improving maintenance sustainability goals** by creating a comprehensive multi-tier quality program, improving customer relations and customer satisfaction ratings, and providing continual collaboration with Operations, Supply Chain, MIS, Engineering, IT, and Program Management.
- ◆ **Improving Mean Time to Repair (MTTR)** and Mean Time Between Failures (MTBF) within the DOD operating environment by reshaping service and maintenance cultures.
- ◆ **Fostering continuous communication** between field operations, supply chain, subsequently, procurement by creating, implementing, and tracking enhanced metrics to exceed contractual requirements.
- ◆ **Increasing profitability** by developing multiple databases to monitor and track material and service requests, procurement actions, and inventory management.
- ◆ **Creating Life Cycle Management processes and data-driven analytics** used to enhance profitability greatly, support contractual and customer-driven requirements, and accurately forecast future requirements while assisting technology insertions, NRE, and component re-engineering efforts.
- ◆ **Leading a cultural revitalization** with senior management and field operations by providing mentorship, launching performance improvement initiatives, introducing inter/intra-agency blended workflow processes, and developing and implementing both integrated master schedules/integrated master plans.

### DIFFERENTIATORS

- ◆ **Customizable/Scalable Business Solutions** to address all of your government / commercial customer needs. Process assessment and end-to-end product analysis is customized to meet your customer-specific requirements and exceed expectations while staying within scope and pricing constraints.
- ◆ **Translate vision into actionable plans**, gain insight and build consensus through stakeholder collaboration, and make adjustments as necessary. We are experienced with system support/maintenance and logistics-centric processes and procedures. Promote Consensus-based Solutioning and enhance business productivity by shaping/reshaping cultures.
- ◆ **Process Improvement Leaders** offering rich success steering upgrades of multimillion-dollar simulation and training systems while handling a full project lifecycle on schedule and within budget. Recognized for re-engineering processes key to improving customer satisfaction, providing the architecture for mission accomplishment, and resolving complex issues.

## PAST PERFORMANCE/

### FOUNDERS PROFESSIONAL CAREER HIGHLIGHTS

#### Lockheed Martin (LM)

**Customer:** US Army PEO STRI

**Contract Vehicle:** ATMP

(Army TADSS Maintenance Program)

**Contact:** Thomas Becker

**Contract Duration:** Jan 2019 - Current

**Scope of Work:** Acting in a Consultant / SME Role I **advise the senior leadership team** in all areas of execution on the US Army's ATMP (Army TADSS Maintenance Program) | Contract Vehicle: IDIQ 2019-2025 | Contract Value – \$3.5B

SKBS **provides multiple business solutions** in the areas of QA, SCM, Maintenance, and Operations and support services to over +280,000 Training Devices | 1500 personnel / 9 Teammates | +400 Operating Locations | and multiple repair depot / mini-depot operating locations.

#### Dyncorp / Computer Sciences Corporation

**Customer:** US Army PEO STRI

**Contract Vehicle:** Virtual Training

**Contact:** William Cheverie

**Contract Duration:** May 2000 - Apr 2008

**Scope of Work (CSC):** Reported to Senior Program Manager | Staff of 8 Senior Business Analysts, Technical & Maintenance Management Operations, Information Systems Management | Budget +150M / Year | +5500 Training Devices | +300 Operating Locations. Challenged with **creating and deploying multiple business solutions**. Developed a Certified Training Plan with cross-training capabilities while enhancing staffing dynamics; designed and integrated multiple business tools while staying transparent to the customer; produced a multi-tiered quality system ensuring contract compliance and providing focused analytics to the senior leadership team all while ensuring profitability and lowering enterprise risk.

**Scope of Work (Dyncorp):** Served as the PEO STRI Virtual Training Legacy Contract Technical Operations Manager | +3000 Training Devices | Budget +135M / Year. **Managed full scope of Support Services**, including Field Operations, MIS, Product Life Cycle, Supply, and Logistics. Created comprehensive technical and business process models to support Configuration Management, Maintenance, and Supply Chain requirements. Created multiple quality assurance, product sampling, and inventory/asset tracking tools. Enhanced/elongated the product life cycle to deliver profitability gains.

## CLIENT FEEDBACK



Consummate professionals with the “can do” attitude. Their knowledge and experience in Project Management, business analytics and supply chain management is among the best in our industry. Their commitment to shaping the culture of the organization and growing the business sector was beyond reproach.



President  
Technical Staffing Agency

#### Computer Sciences Corporation / Raytheon

**Customer:** US Army PEO STRI

**Contract Vehicle:** WFF (WarFighter Focus)

**Contact:** William Cheverie / Richard Glynn

**Contract Duration:** May 2008 - Dec 2018

#### SCOPE OF WORK

- ◆ Established the Warrior Training Alliance (WTA) utilizing 120 teammates
- ◆ Lifecycle sustainment of 250,000(+) devices / systems U.S. Army TADSS Training Aids, Devices, Simulators and Simulations, and live fire ranges
- ◆ Over 500(+) worldwide operating locations
- ◆ Total budget of \$11(+) Billion
- ◆ Supported 5 million training events in 127(+) countries at a cost savings of over \$500 Million
- ◆ Operated a main warehouse and remote depots providing repair activities encompassing 30 million parts / components
- ◆ \$700 Million(+) inventory of spare parts
- ◆ Executed 6,500(+) T&M and FFP contracts
- ◆ Quick response times continually stressed the Supply Chain

As the WTA Maintenance Manager, Stan established a unique business-operating culture serving over 7,500(+) contractor staff components

- ◆ Authored hundreds of maintenance and logistics **BEST-PRACTICE procedures** and work flows supported by data analytics
- ◆ Fostered a **GOLD-STANDARD Quality Program** exceeding customer requirements
- ◆ Initiated a **business-culture revitalization** optimizing all work routines by midlevel management, subcontractors, logisticians, technicians and instructor/operators
- ◆ Increased revenue and profit by **lowering total ownership cost** by up to 20%
- ◆ Significantly **increased customer satisfaction**
- ◆ Kept the Army, “TRAINING”



Stan Kee's knowledge and experience in Project Management, business analytics and supply chain management is among the best in our industry. Not only was Stan capable of managing a very large program, but his commitment to shaping the culture of the organization and growing the business sector was beyond reproach.



**STANKEE**  
Business  
Solutions  
“Building your Success”