

Capabilities Presentation

for
Hallmark Capital Group, LLC (HCG)

Introduction

- ▶ **Purpose:**
 - Overview of HCG's Capabilities
 - Determine Mutual Interest in Teaming

- ▶ **Presenters:**
 - Tim Healy, VP of Marketing & Business Development
 - Jason Freeman, Contracts Administrator

Brief History

Hallmark Capital Group, LLC (HCG):

▶ Profile

- Established 2002
- 8(a), HUBZone & M/WBE

▶ Services

- Government Support and Disaster Recovery

▶ Current

- Relevant, Related & Transferable Experience

Company Profile

- ▶ 15 Current Operating Locations
- ▶ Approx. 300 Employees (includes 8 @ Corporate Office)
- ▶ 8(a), HUBZone, WOB & VOB
- ▶ Capability/Interest in all 50 states
- ▶ Employee Clearances
 - VP of Operations, FSO
 - Rapid Gate
- ▶ Community Awareness
 - 2008 Pinnacle Award Winner
 - 2008 Houston Business Journal – #25 Largest MBE

Financial Profile

- ▶ DCAA Financial Capability/Condition Risk Assessment which resulted in a finding that “we found no significant financial conditions that would warrant the performance of a financial capability audit.”

HCG's

Core Competencies / Capabilities

Current:

- ▶ Air, Transportation & Logistics Support Services
- ▶ Construction Management (CM)
- ▶ Job Order Contracting (JOC)

Transitioning to/In Process of:

- ▶ Facilities Support Services
 - Army Directorate of Public Works – DPW
 - Base Operation and Support – BOS
 - Base Operations Support Services – BOSS
 - Combined/Commercial/Consolidated Facilities Management – CFM
 - Facilities Maintenance/Management
 - Facilities Support Services – FSS
 - Civil Engineering Services – USAF CE
- ▶ Construction Management (CM)

HCG's Current Experience – Air

- ▶ Airfield Operations & Management @ Selfridge ANGB, MI
- ▶ Transient Line T-Line Services for the Naval Air Facility (NAF) @ Andrews AFB, MD
- ▶ Transient Alert Aircraft Services (TAAS) @ Dyess AFB, TX
- ▶ Transient Alert Aircraft Services (TAAS) @ Eielson AFB, AK
- ▶ Transient Alert Aircraft Services (TAAS) @ Selfridge ANGB, MI

HCG's Current Experience – Transportation

- ▶ Transportation Motor Pool (TMP) Services @ Ft. Carson, CO
- ▶ Vehicle Operations & Maintenance @ Patrick AFB & Cape Canaveral Air Station, FL
- ▶ Transportation Motor Pool (TMP) Services @ Ft. Bragg, NC
- ▶ Transportation Motor Pool (TMP) Services @ Joint Base Maguire–Dix–Lakehurst, NJ

HCG's Current Experience – Logistics

- ▶ Logistics Support Services & Base Supply @ Presidio (Monterey), CA
- ▶ Base Civil Engineering & Logistics (CEMAS) @ Peterson AFB, CO
- ▶ Logistics Support Services @ Ft. Sam Houston, TX
- ▶ Contractor Operated Civil Engineering Supply Store (COCESS) @ Vandenberg AFB, CA
- ▶ Cryogenics Warehousing Services @ Andrews AFB, MD
- ▶ Vehicle Registration Services @ Ft. Rucker, AL
- ▶ Fuels Management @ Selfridge ANGB, MI (01–Nov–09 Completion)

HCG's

Areas of Expertise/Strengths

Corporate & Key Personnel:

- ▶ Air, Transportation & Logistics Support Services
- ▶ Job Order Contracting (JOC)
- ▶ Fleet Maintenance & Management
- ▶ Janitorial & Custodial
- ▶ Contracts/Procurement Process
- ▶ In-house BD, e.g., Opportunity ID & Assessment and B&P Capabilities, e.g., Proposal Compliance & Responsiveness, Staffing & Pricing
- ▶ Small Business Rules & Regulations

How HCG Can Assist Your Firm to Win New Work

- ▶ Leverage our Area of Expertise/Strengths
- ▶ “But for” Causation Analysis

What Makes HCG the Best at What We Do

- ▶ Passion
- ▶ Commitment
- ▶ Lessons Learned
- ▶ Customer Service & Performance-based/Results Oriented Approach

Why HCG?

- ▶ Experience and Past Performance
- ▶ Local yet National
- ▶ Bid & Proposal Capabilities
- ▶ 3+ Years Remaining in 8(a) Program (06/18/2013)
- ▶ Safety Record (EMR rate of .91)
- ▶ Flexibility & Responsiveness

Air Force One Support



Shuttle Launch Support



Launch Operations Support





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