Zenius Corporation
Capabilities Statement

Transforming Vision into Solutions

About Us

Zenius Corporation is a HUBZone-certified, Minority-Owned Small Disadvantaged Business (SDB) firm comprised of highly experienced and exceptionally knowledgeable industry experts. As trusted advisors to our clients, we offer expertise in solving complex and multi-dimensional operational and technical challenges.

- Headquartered in Leesburg, VA

- Our Mission is to discover, develop, demonstrate and deliver top value

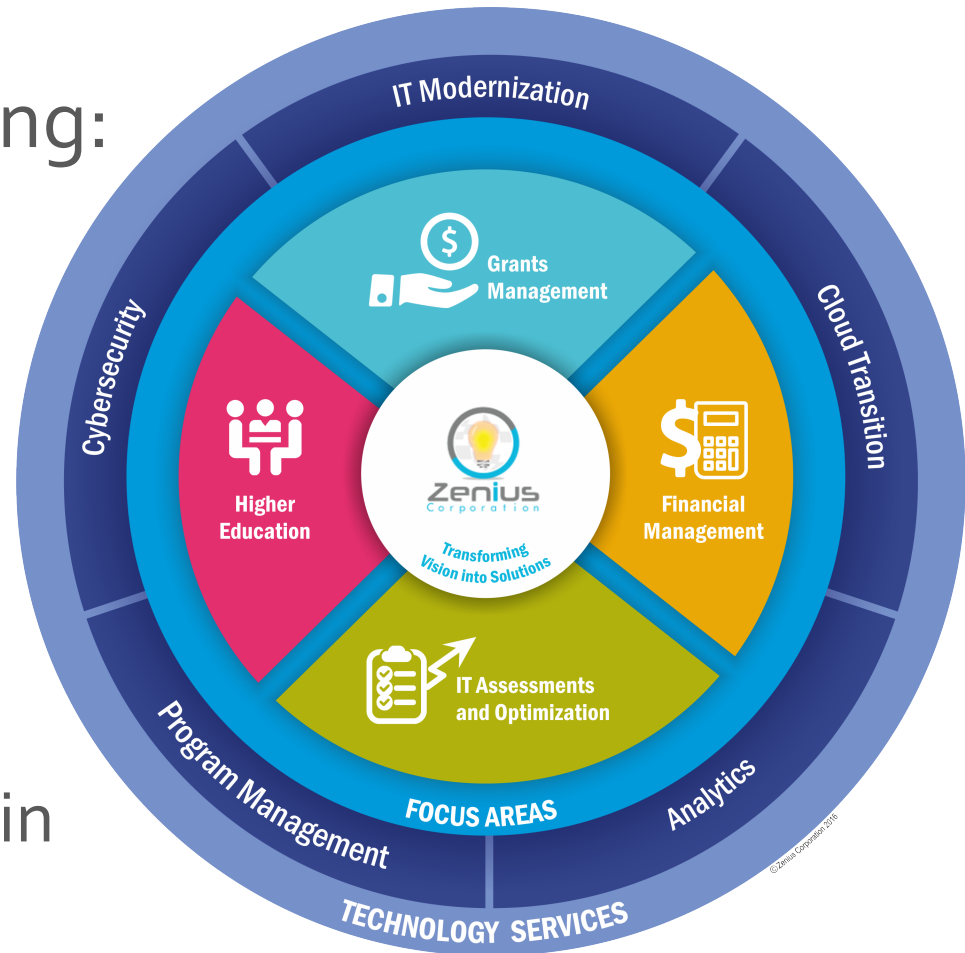- Our core values are HITEQ - Honesty, Integrity, Teamwork, Expertise and, above all, Quality

Our Domain Expertise

Extensive expertise in developing and providing:

- Grants Management systems and solutions

- IT Assessment and Optimization services

- Financial Management systems and consulting

- Higher Education domain support and expertise

Our Technical Capabilities

- Program/Project Management
- Applications/Systems Development and Integration
- Data and Information Management
- Business Intelligence and Analytics
- Enterprise Configuration Management
- SharePoint Implementation
- Cybersecurity and Information Assurance
- Business Process Reengineering
- Cloud Readiness and Transition Support
- Enterprise Architecture

Our Service Offerings

Services

- Digital Transformation
- Strategy Planning
- Application Portfolio Rationalization
- Robotic Process Automation
- Artificial Intelligence/ Machine Learning
- IT Assessment and Optimization services

Our Cyber Capabilities

Our Cybersecurity services and solutions are designed to help our clients ensure readiness and resilience against threats. Our services include:

- ✓ IT Risk Assessment
- ✓ Infrastructure Security
- ✓ Application Security
- ✓ Business Continuity
- ✓ Endpoint Protection

- ✓ Compliance Evaluation
- ✓ Vulnerability Scanning
- ✓ Penetration Testing
- ✓ Third Party Security
- ✓ Access and Authorization

Our Identity and Access Management services are designed to help our clients develop a strategic approach towards implementing an enterprise-wide IAM solution by assessing, identifying, developing, and implementing policies, procedures, and technologies. Our services include:

- ✓ Assessment
- ✓ Design

- ✓ Architect
- ✓ Implement

Our Proprietary Intellectual Property

- Zenius Enterprise Configuration Management (ECM) Framework
  - An accurate accounting of configuration items and control of system, network, and software changes and their impacts using DoD Enterprise Service Management Framework (DESMF) and NIST 800-53

- IT Ecosystem Assessment Methodology (ITEA)
  - A comprehensive review of an organization's entire hardware, software, Cyber, Risk, Data and Staffing environment in order to optimize and modernize and take advantage of efficiency opportunities

- Grants Management Maturity Index (GMMI^{TM})
  - A methodology to assess Grants Line of Business against optimal standards and uncover risks and areas of savings

- GrantsForce^{TM} Application
  - A modular grants management application that supports the end-to-end Federal Grants Management Lifecycle - Pre-Award, Post-Award, and Closeout

- Client-side PMO
  - A Contemporary Project Management Office methodology that incorporates more Implementation Lifecycle support through a flexible and cost effective a la carte approach to acquiring services

Our Representative Clients

Our Contract Vehicles

We are actively looking to broaden our role as government contractor. We currently have access to many contract vehicles as a subcontractor. With access to these contract vehicles, we continue to increase our ability to respond to business requests and expand our presence in the Federal space.

- ✓ GSA Alliant - Large Business
- ✓ CIO-SP3 – Large Business
- ✓ OASIS – Large Business
- ✓ OASIS - Small Business
- ✓ DLA JETS
- ✓ FAA ESC

- ✓ CMS SPARC
- ✓ DSS ConFLASC
- ✓ DISA SETI
- ✓ Seaport-NxG
- ✓ FSA EMAS

Our Value Proposition

- Proven track record in successfully managing large complex programs

- In-depth industry experience

- Trusted advisor to our clients

- Innovative & efficient solutions

- Optimal cost-effective pricing

- A certified HUBZone, Minority-owned Small Disadvantaged Business

References

http://zeniuscorp.com/whitepapers.html

- White Paper: Grants Management in Trump Administration

- White Paper: Grants Management Maturity Index

- White Paper: Federal IT Program Management Advocacy for Client-side Oversight

- White Paper: Federal Grants Management And the DATA Act

- White Paper: The Value of Performing IT Ecosystem Assessments

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Backup Slides

Our PMO Expertise

We espouse new archetype for project management that offers our PMO services in an "ala carte" method providing both resource and funding flexibility to oftentimes painfully lean project budgets.

Our approach allows PMs to select *only the services they need when they need it*.

Our services include:

- Establish, mature, and operationalize OCIO PMO
- Conduct PMO Assessment, Develop Roadmap
- Create processes, procedures, standards, and metrics to support PMO
- Develop, update, and conduct training and communications
- Update the IT Tactical Plans for Business Systems
- Provide staff support to PMO business processes

Program and Project Planning /Management
- Provide Pre-Implementation Assessment
- Manage PMO Structure
- Track Overall Project Schedule
- Manage Client-Side Project Schedule
- Track Project Spending Manage
- Review of Project Deliverables
- Manage user communication
- Support Risk Review and Mitigation
- Provide Project Status & Progress Reports to Project Sponsors
- Provide Verification & Validation
- Support Requirements Analysis Phase
- Track Requirement Traceability Matrix
- Support Development of Test Scripts
- Support User Acceptance Testing
- Support Train the Trainer approach
- Support Initial Production operations
- Provide deskside end user support
- Support Development of Procedures
- Provide Data Conversion support
- Provide Data Clean-up support (pre and post)
- Provide Legacy System retirement activity
- Perform Post Implementation Assessment

Our Grants Management Expertise

Our Experience

- Conducting a Digital Transformation analysis to modernize the Department of Education's (ED) Grants Management platform and streamline their end-to-end grants processes
- Conducted analysis at ED to recommend an alternative for the ED to replace their current GMS (G5)
- Led the IBM team to implement the Department of Education's center of excellence Grants Management System called G5
- Re-engineered major Grants Management functions and processes to gain efficiencies

Our Grants Solution Characteristics

- Lean, but feature-rich
- Open architecture, Open standards
- Mobile enabled
- Built-in Security, Business Intelligence and Collaboration
- Flexible, Adaptable, Interoperable, Configurable
- Compliant with Legislative changes
- Effective at tracking complex grants
- Highly automated (workflows, approvals, audits, reports)
- Roles-based, Rules-driven

Our Objectives

- Find waste and areas of inefficiency
- Minimize risk & costs
- Maximize areas of efficiency
- Optimize grant operations
- Improve IT Investment Management related to the Grants Management line of business
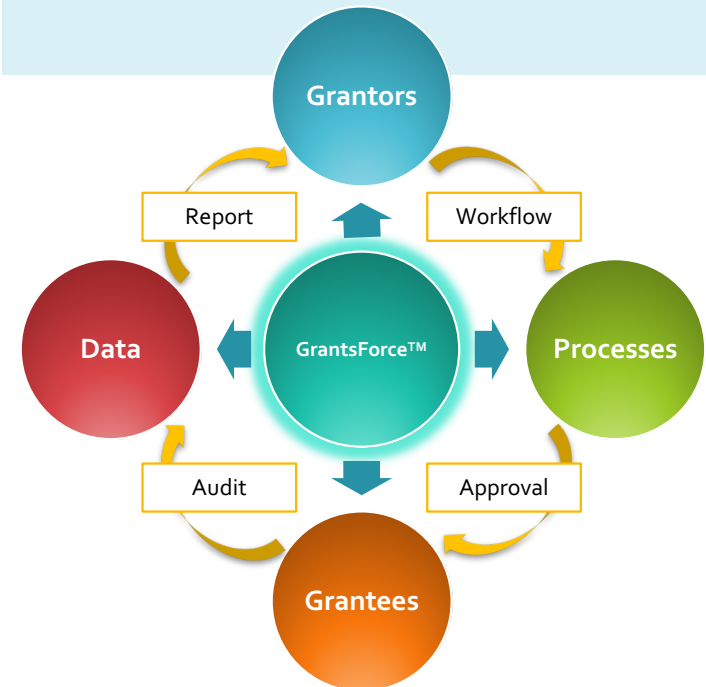
Our IT Modernization Expertise

Our Experience

- Led the IBM team to assess US Navy's IT portfolios to reduce IT footprint and data center costs
- Designed and developed an analytical model to produce rationalization recommendations and roadmap for each portfolio
- Assessed the cloud readiness of applications at Defense Logistics Agency
- Modernized grants management system at Department of Education
- Supported modernization of personnel security clearance system at Department of Defense

Our Objectives

- Deploy robust methods and tools
- Uncover waste and inefficiencies
- Minimize risk and cost
- Provide solutions for issues uncovered
- Develop a Roadmap for remediation of challenges
- Align Roadmap to investment planning

Zenius ITEA Key Measures

Functional Adequacy

- Alignment to mission objectives & needs
- Administration
- Business processes redundancy
- Operations
- Interoperability
- Usability

Technical Robustness

- Architecture
- Hardware
- Software
  - Applications
  - Technology
  - Tools
- Network
- Scalability

Risk Measurement

- Governance
- Compliance
- Operations
- Security
- Business Continuity

Data Posture

- Currency
- Accuracy & quality
- Accessibility to Data
- Maintainability

Labor & Financial Optimization

- Operations & support costs
- Maintenance & development costs
- Licensing costs
- Training costs