



## CAPABILITY STATEMENT

### COMPANY OVERVIEW

#### Dynamics Edge delivers Public Sector Industry Solutions

AI (Artificial Intelligence) and Business Applications (Dynamics 365, Power Platform). Applied AI, Data Science in GCC, GCC High, DoD, DAF, Secret Government Clouds

Dynamics 365 (CRM: Customer Service, Field Service, Project Operations, Contact Center, HR) (ERP: Finance, Supply Chain, Manufacturing, Commerce, Guides), Azure, Power BI, Power Apps, Power Automate, Power Pages Portal, Microsoft 365, SQL Server

Building, evaluating, deploying Generative AI solutions and proof of concepts. Azure OpenAI, CoPilots, GitHub, Microsoft 365, Power BI and Fabric. Modernizing systems with low-code, AI (Artificial Intelligence), Data Analytics, RPA Robotic Process Automation, DevOps, Managed Services, Workforce development

### CORE COMPETENCIES: Innovative Government Solutions & AI

- Dynamics 365 CE (CRM) Case Management, Customer Service, AI Enhanced
- Dynamics 365 Finance and Operations (ERP) Finance, Supply Chain, Manufacturing
- AI – Artificial Intelligence Azure OpenAI, ChatGPT, CoPilot, Microsoft 365, CoPilot Studio (Domain Specific Virtual Agents), - Google AI, Gemini, Industry Solutions
- Power (BI) Platform Data Analysis, Low code Apps, Automate (RPA)
- Digital Modernization with Document Management - Apps and Portals
- Agency Modernization with M365 - Azure, AI, Power BI, Power Apps,
- Microsoft 365 / Office 365 / SharePoint / Teams / SQL / Windows

### DIFFERENTIATORS

- Azure Open AI certified, Subject Matter Expert (SME), Dynamics 365 Solutions Architect, Power Platform Solutions Architect: AI, CRM, ERP,
- Data Analytics, Azure, M365 application development experience
- Public Trust Security Clearance Civilian & Defense Agencies GCC, GCC High
- 20+ years' experience with Microsoft Software, Dynamics and Dynamics 365
- Support all versions of Dynamics 365, Azure, Microsoft 365, SharePoint O365
- Workforce solutions to achieve mission success by improved user utilization
- Microsoft Gold Partner 10 competencies 200+ certifications- Google Partner Data AI

### PAST PERFORMANCE

**DOC/NTIA** – EL CID Online, Power Platform (SME) (Subcontract)  
**DHS/ICE** – SWIFT Contract, PaaS, Dynamics (CRM) Modernize Solutions (Teammate)  
**DHS/TSA** - Flexible Agile Scalable Teams (FAST) BPA, TO2 (Teammate)  
**AmeriCorps** - Dynamics 365 Customer Service (CRM) (SME) (Subcontract)  
**HUD** - Power BI High Performance and Power Apps  
**NPS** – SharePoint Modernization  
**CFPB** - Power BI, Apps & Automate to manage workflow with Apps and RPA  
**NCIS** - Dynamics 365 (CRM) Case Management replacing SharePoint for security  
**DC Government** - Dynamics 365 Customer Service (CRM)  
**Veterans Affairs** – Multiple Engagements (CRM)  
**US Navy** – Windows Server, Power Shell, SQL Server Training Classes  
**US House of Representatives (CAO)**- Dynamics 365 & Power Apps

### COMPANY DATA

**DUNS** 957676013

**UEI** N9WFHJGM3KK5

**CAGE Code** 5ZEL3

**EIN:** 26-2797712

**Accepting Credit Cards:** Yes

**SAM Registration:** Active

**MAS GSA IT Schedule 70**

**Contract** 47QTCA20D000D,  
NASA SEWP

**NAIC CODES:** 541511, 541512,  
541519,541611, 541690, 518210,  
541990, 561312, 641611,  
611420, 611430

**Business Size:** Small Business

**SBA:** HUBZone Certified

**S Corp established 2008**



### CONTACT INFORMATION

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**State of South Carolina** *Power BI High Performance Workshop for Government*

**Becton Dickinson** – Global rollout of Data Analytics (Power BI), 2020 -2025

**Hewlett Packard PE & HPI** – Dynamics AX and Dynamics 365 CE (CRM)

**Microsoft Consulting Services (MCS)** -Sony Video Games, Dynamics 365 CE Portal, PSA

**LinkedIn Corporation** Dynamics 365 CE Advanced Developer for Human Resources

#### **Current and Past Federal Performance:**

##### **Department of Commerce / NTIA (General Dynamics IT – Subcontract)**

- Power Platform / Dynamics 365 in Azure Commercial, GCC, GCC High, DoD and Secret clouds.
- Modernization of the business processes of a US Federal Agency from Oracle 19c to Microsoft Dataverse.
- Implemented security measures, MFA, RBAC, and secure web service communication, to meet IL6

##### **HUD (Housing & Urban Development) - Microsoft Power Platform (Low-Code Automation)**

- Power Platform (Power Apps, Power BI, & Power Automate) Building internal custom Apps, create reports and Dashboards using custom analytical data to support all users in remote Field Offices and Headquarters, Feb – June 2022
- Advanced Visualizations, Security, Data distribution; Data Analysis Expressions DAX Power BI Data Shape Modeling

##### **CFPB (Consumer Finance Protection Board)- Power Apps & Power Automate (Low-Code Automation)**

- The CFPB is modernizing the agency with automation to cover “staffing shortages”.
- All modules of the suite of Power Platform is being deployed Multiple consulting engagements to modernize workflows.
- Visualizations with Power BI, Modernizing Apps with Power Apps, Power Automate to automate business process, RPA.

##### **Veterans Affairs – Multiple Engagements (CRM)**

- SharePoint - Remodel, reconfigure and restructure SharePoint server SharePoint site owner training.
- Design workflows to support the physicians and administrative staff creating Surveys and setting up branching logic
- Create, managing Document Library, Approval Workflow, Library settings & Customized Views.

##### **Dynamics 365 CRM Developer and Customized Training Class for Veterans Affairs. (CRM)**

- Dynamics CRM 2013 Development and Customization for VetsAmerica Business Consulting, Inc.
- Training and consultation for Dynamics CRM development staff.
- Call Center Case Management System for appointments for Doctors, Nurses, Pharmacists and Call center agents.

##### **NCIS (Naval Criminal Investigative Service) - Dynamics 365 (CRM) Case Management replacing SharePoint for security.**

- Dynamics 365 CE Case Management to replace SharePoint. The organizational objectives: Adding functional pre-made Apps and developing a “high security” set of extensions to solve the unique requirements of NCIS implement their Case Management system to modernize and manage security for Criminal Investigations.

##### **US Navy – Windows Server, Power Shell, SQL Server Training Classes**

- On-site at Norfolk, VA, Coronado Island, CA, Peral Harbor, HI and the support center in Boise, ID. A series of training classes to up-skill and help with a migration to newer versions of Microsoft software. Over 450 students attend.

##### **US House of Representatives (CAO) Customer Experience Center Dynamics 365 & Power Apps for Operations Management**

- Supporting the in case management tracking to serve users in the House of Representatives. Consulting included identifying Business Process Flows for capturing key content for support tickets. Created support Knowledge Article database for streamlining access to support documents. Using Dynamics and Power Apps to create feedback surveys.

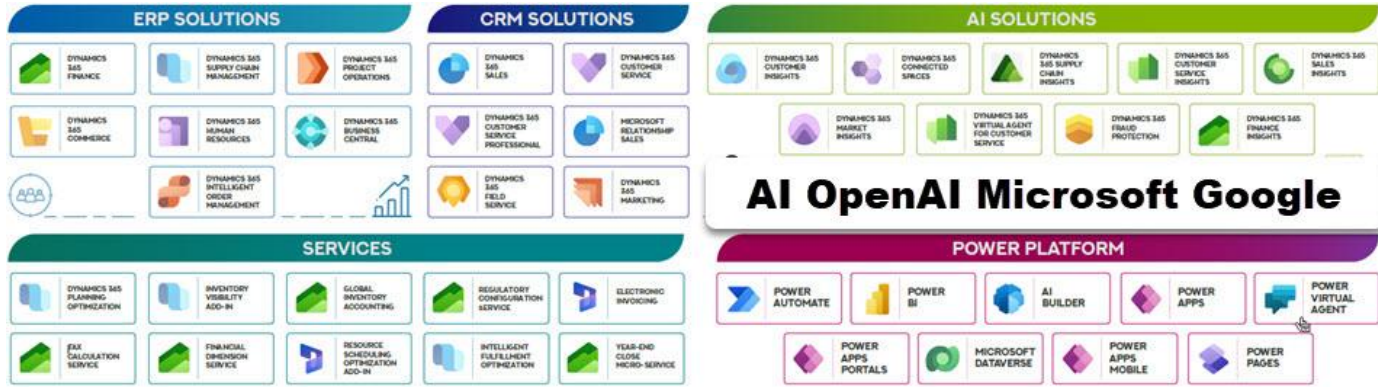
##### **Becton Dickinson – Global rollout of Data Analytics, finance, operations, & manufacturing (Power BI)**

- Dynamics Edge worked with their project management team on a global rollout of Power BI. Users were tasked with cost-saving decisions based on data results. Over a million dollars in savings was discovered with Power BI. Classes conducted in different time-zones, many times simultaneously to meet the needs of BD, 2020 - 2025. Worked: North America, South America, Asia and Europe

Selected list of Clients with focus on Public Sector

<p>Air National Guard  American Public University System  Armed Forces Svcs Corp  Defense Information Systems Agency (DISA)  Department of Homeland Security (DHS)  Department of the Treasury  FAA  FDA  Federal Reserve Bank  Lawrence Livermore National Laboratory  Naval Criminal Investigative Service (NCIS)  Naval Special Warfare  NAWCWD  Ramstein AFB  SPAWAR, HQ  Travis AFB  US Air Force  US Army  US Bureau of Reclamation  US Coast Guard  US Courts  US House of Representatives  US Marines  US Navy  US Navy NAWCWD  West Point Association of Graduates</p> <p>Canada Public Sector  Ministry of Environment  Royal Canadian Mint  Toronto Transit Commission</p> <p>States  CA, FL, HI, IA, MI, MT, NV, NY, NC, OH, OR, TX, VA, WI, SC</p> <p>Office of the U.S. Courts  U.S. Air Force  U.S. Army  U.S. Army Corps of Engineers  U.S. Coast Guard  U.S. Department of Agriculture (USDA)  U.S. Department of Commerce (DOC)  U.S. Department of Defense (DOD)  U.S. Department of Energy (DOE)  U.S. Department of Health and Human Services (HHS)  U.S. Department of Homeland Security (DHS)  U.S. Department of Housing and Urban Development (HUD)  U.S. Department of Justice (DOJ)  U.S. Department of Labor (DOL)  U.S. Department of State (DOS)</p>	<p>Agriculture Department (USDA)  AMTRACK  Army Corps of Engineers  Bureau of Land Management (BLM)  Coast Guard  Defense Department (DOD)  Department of Health and Human Services (HHS)  Department of Homeland Security (DHS)  Department of Justice (DOJ)  Department of Labor (DOL)  Department of State (DOS)  Department of Veterans Affairs (VA)  Fannie Mae  Farm Credit Administration  Federal Aviation Administration (FAA)  Federal Deposit Insurance Corporation (FDIC)  Federal Reserve System  Forest Service  General Services Administration (GSA)  House of Representatives  Interior Department (DOI)  Internal Revenue Service (IRS)  Labor Department (DOL)  Labor Statistics, Bureau of  National Aeronautics and Space Administration (NASA)  National Guard  National Institute of Standards and Technology (NIST)  National Institutes of Health (NIH)  National Park Service (NPS)  Office of Personnel Management (OPM)  Pension Benefit Guaranty Corporation (PBGC)  Reclamation, Bureau of  Small Business Administration (SBA)  Social Security Administration (SSA)  State Department (DOS)  Tennessee Valley Authority (TVA)  Transportation Department (DOT)  Transportation Security Administration (TSA)  U.S. Patent and Trademark Office  U.S. Department of the Interior (DOI)  U.S. Department of the Treasury  U.S. Department of Transportation (DOT)  U.S. Department of Veterans Affairs (VA)  U.S. Geological Survey (USGS)</p>
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## Dynamics Edge Core capabilities “at a glance”



Dynamics Edge is in the Microsoft Industry Solutions and advanced partner programs for:

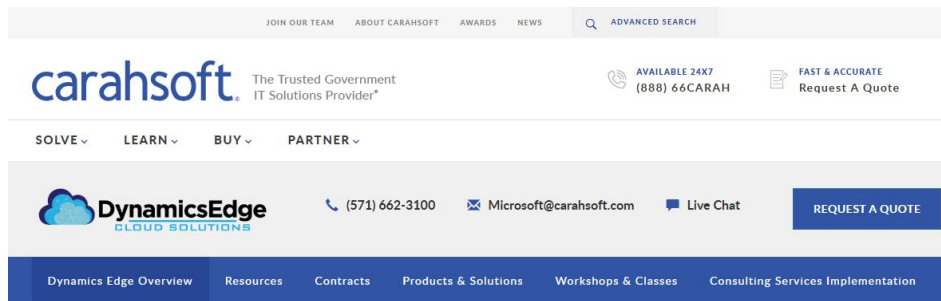
- Microsoft Fabric Partners (Data Analytics)
- Microsoft Cloud Partner AI (Azure OpenAI)
- Microsoft Dynamics Partner
- Microsoft 365 and Copilot
- Microsoft Commercial Marketplace and Microsoft Collaborate

### Support for Software Distributors, Large Account Resellers and System Integrators:

Currently support: Carahsoft, NorTec, Connection (PC Connection), Ingram Micro to adopt Dynamics 365 and Tech Data (SYNNEX) to adopt Dynamics 365

You can learn more about Dynamics Edge at:

- <https://www.carahsoft.com/dynamics-edge>
- <https://docs.microsoft.com/en-us/learn/certifications/partners>
- <https://azuremarketplace.microsoft.com/>
- <https://appsource.microsoft.com>
- <https://www.dynamicsedge.com>



Modernizing Government Business Systems with Microsoft Cloud Solutions