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## Capability Statement vx1.3

GXS Strategies | A partner more than a vendor.

### Better. Faster. Cheaper.

Most businesses, organizations, and government agencies are in a constant pursuit to do their work better, faster, and cheaper\*. Those words tend to be a part of a group's everyday goals and objectives, and yet all too often, only two of these three goals are attainable -- from vendors or otherwise. No matter how one phrases it, the meaning is clear: **do more with less**.

That's what we specialize in at GXS. Our clients have discovered that it *is* possible to have **all** three, not only from a vendor who provides better and faster service at a lower price, but in working with a technology **partner** that actually makes your overall business better, faster, *and* cheaper.

It isn't magic, but it does take innovation -- and experience. Since 1998, GXS has built its reputation by offering innovative, effective technology solutions and support at an affordable price. The firm has become a market leader in providing its clients with the tools to reach and motivate new audiences and with world-class Information Technology solutions.

The bottom line is that **we will make your job easier** by giving you more time to do what you do best while making your IT operations **do more with less**.

GXS is a Microsoft Certified Partner and is a veteran-owned, U.S. Small Business Administration certified Small Disadvantaged Business and 8(a) firm. The firm is emerging as a leader in providing some of the most effective and cost-efficient solutions to government departments and agencies.

\*"cheaper" doesn't necessitate a sacrifice in quality

### Corporate Overview

A small business firm that brings **strength to the small business strategy**. We vision small businesses as true team partners at the table with other team members. GXS is maximizing small business utilization in all its solutions.

GXS focuses on **alliances with small business**, SDB's, WOSB's, VOSDB's and Disabled VOSDB's. GXS is an approved IT Service vendor in Maryland, Virginia, North Carolina, South Carolina and Georgia and participates in their MBE programs. In addition, GXS

has established various business partnerships that bring the **strength of other integrators and consulting firms** to its clients.

GXS has **highly skilled professionals** with in-depth knowledge of the **best-of breed technologies** in today's complex business world. GXS has a multitude of technical and educational resources that make up the GXS Information Technology Services business including its many business partners worldwide. Our capabilities range from business operations and business transformation consulting, solution design, development and implementation, to services that manage a client's entire information technology operation. Our project teams include consultants, project managers, architects, industry and technical specialists, and engineers - all backed by an extensive array of worldwide methodologies, products and capabilities. Our mission is to provide a **unique combination** of business experience, public affairs and administration, and technological expertise to ensure client success in an ever-changing and increasingly complex world.

## Strategic Capabilities

GXS has disciplines, methodologies and experience in the following:

- Document Management
- Network Design and Administration
- Software Development
- Enterprise Resource Planning (ERP)
- Interactive Design
- Project Management
- System Design
- Legacy Application Migration
- Full Life Cycle Application Support
- Network & Online Management
- Training Services
- Configuration Management
- Internet Solutions
- Computer Security
- Application Software Development
- Nation wide capacity to perform
- Graphic Design and Creative Services
- Online Public Relations Management
- Public Affairs & Marketing Strategy
- Online Branding
- Quality Control
- Client Support Services
- System Integration
- Internet Development
- Internet and Online Marketing
- Flash Dynamic Graphic Presentations
- Computer Facilities Management Services
- Data Management Services
- Computer Systems Consultants
- Technology Resource Management & Planning
- Staff Augmentation

## Focused Disciplines

**Enterprise System Solutions:** Client/server custom development and architecture with web/browser-based front-end tools/output and SQL back-end.

**Management Support:** Project management and oversight, management reporting, project planning. PMI certified in consulting and project management. Of all our proficiencies Project Management is the key to our success in the market place. GXS recognizes project management as one of the core competencies of its services business, and has established an internal **Project Management Center of Excellence** to keep GXS project management methodologies current, establish and maintain project management training courses, and define the standards for certification in the project management discipline. GXS project managers use a GXS proprietary methodology based on best practices distilled from

thousands of successful projects. GXS's Project Management Methodology is a repeatable set of processes covering the life cycle of a project. The elements of our Project Management Methodology include project tracking, reporting, and daily management; project control; quality control; change management; issue resolution; deliverable review; and risk management.

**Internet, Intranet & Extranet Development:** Utilizing web-based technologies to achieve your internal or external communication and interaction goals, be it public or internal affairs.

**Section 508 Compliance:** GXS supports 508 compliance and insures that 508 compliance is strictly complied with in each engagement.

**Network, Web, Database Security:** Infrastructure and IS protection.

Visit our Case Studies page at <http://gxs.net/cases.asp> to learn more about our experience.

### Primary NAICS Codes and Descriptions

<b>514191</b>	On-Line Information Services
<b>541430</b>	Graphic art and related design services
<b>541511</b>	Applications software programming services, custom computer Computer software analysis and design services, custom Computer software support services, custom Software analysis, programming, and design services, custom computer WEB (i.e., internet) page design services, custom
<b>541512</b>	Information management computer systems integration analysis and design services Network systems integration design services, computer Office automation computer systems integration design services Systems integration design consulting services, computer
<b>541513</b>	Computer Facilities Management Services Facilities management and operation services, computer systems or data processing
<b>541519</b>	Other Computer Related Services Software installation services, computer
<b>541614</b>	Efficiency management (i.e., efficiency expert) consulting services Productivity improvement consulting services
<b>541820</b>	Public relations services
<b>541890</b>	Other services related to Advertising

**What GXS Can Maximize for You**

<b>Information Technology (IT)</b>	<ul style="list-style-type: none"> <li>Custom Application Development</li> <li>Computer Programming Services</li> <li>Enterprise Architecture Solutions</li> <li>Computer Integrated Systems Design</li> <li>Full-life Cycle Application Support</li> <li>Training Services</li> <li>Internet, Intranet &amp; Extranet Development</li> <li>Network &amp; Online Services</li> <li>Computer Processing and Data Preparation and Processing Services</li> <li>Information Retrieval Services</li> <li>Legacy Application Migration and Modernization</li> <li>Advanced Programming</li> </ul>
<b>Technology Management</b>	<ul style="list-style-type: none"> <li>Content Management</li> <li>Online Public Relations Management</li> <li>Computer Facilities Management Services</li> <li>Program Management</li> <li>Project Management</li> <li>Computer Systems Consultants</li> <li>Full-life Cycle Application Support</li> <li>Data Management Services</li> <li>System Design</li> <li>Network &amp; Online Management</li> </ul>
<b>Strategy</b>	<ul style="list-style-type: none"> <li>Strategic Technology Consulting</li> <li>Technology Resource Management &amp; Planning</li> <li>Computer Systems Consultants</li> <li>Legacy Application Migration and Modernization</li> <li>Public Affairs &amp; Marketing Strategy</li> </ul>

Please note: if a particular service or technical skill is needed but not listed here, please contact us. Our broad range of experience may include the skill you are seeking.

## Our Experience and Record

We've been busy since our founding in 1998 and have **had our hands in a wide-range of activities**, including general IT; campaigns & public affairs, creative services & online marketing; technology management; and strategy. Please review the following partial list of our esteem clients and take the time to read about several of our projects that have been performed. Let us address your considerations and bring you into our list of valued clients.

- 60 Plus Association
- American Frozen Food Institute
- American Red Cross
- American Target Advertising
- Barr for Congress (GA)
- **Bureau of Labor Statistics**
- Campaign: Jim Mullins (WV)
- Campaign: John Perzel (PA)
- Center for Bioethics and Human Dignity
- Center for Military Readiness
- Conrad for Congress (CA)
- Davis for Congress (KY)
- **Department of Commerce (U.S.)**
- **Department of Defense (U.S.)**
- **Department of Housing & Urban Development (U.S.)**
- **Department of Labor (U.S.)**
- Federer for Congress (MO)
- Fierce Markets
- Fund for American Studies
- Garrett for Congress (NJ)
- Help Hospitalized Veterans
- Hispanic Business Roundtable
- Hume for Congress (CO)
- Institute of World Politics
- International Mass Retail Association
- Kelly For Congress (NY)
- Los Compadres: Friends of the San Antonio Missions
- McLean Bible Church
- Media Research Center
- Mooney for Senate (MD)
- National Defense Council Foundation
- North Carolina Republican Party
- Parke for Congress (VT)
- Perkins for Senate (LA)
- Radonovich for Congress (CA)
- Republican National Committee
- Smith for Congress (UT)
- Staton for Congress (GA)
- Strategic Internet Campaign Management
- Texas Christian Coalition
- Texas Conservative Coalition
- Urban Family Council
- Vinroot for Governor (NC)

We at GXS pride ourselves in producing solutions that meet and exceed our clients needs. In this light we are listing several clients that we invite your organization to contact and verify first hand the satisfaction of our solutions to their organizations. It is this pursuit of excellence that separates GXS from our competitors.

## Information

**Wish you could do more?** Call us at 703-634-2432 or write us at [govt@gxs.net](mailto:govt@gxs.net).

Better service; more quality; top-notch support; lower prices; and a principled, experienced, honest approach.

### **GXS Strategies, Incorporated**

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Or Contact

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 703-634-2432 | 703-783-1310 (fax)

In Georgia:

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 Alpharetta, GA 30004  
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<i>Web Address</i>	www.gxs.net
<i>Taxpayer Identification Number (TIN)</i>	52-2099944
<i>DUNS Number</i>	16-230-5481
<i>CAGE Code</i>	3AV87
<i>CCR (Department of Defense)</i>	Registered
<i>SBA 8(a) Certification Expiration</i>	June 19, 2011
<i>SBA SDB Certification Expiration</i>	June 19, 2011
<i>State of Virginia Certification MBE/DBE</i>	August, 2003
<i>State of Maryland Certification MBE/DBE</i>	June, 2003
<i>Patent &amp; Trademark Office IPA</i>	Blanket Purchase Agreement #45PTO254900
<i>NECO (Navy Electronic Commerce Online)</i>	Registered
<i>Department of Commerce</i>	COMMITTS Contract No. 50-CMAA-9-00042.
<i>GSA: IT Professional Services</i>	GSA Contract No. GS-35F-0558P
<i>GSA: PES (Professional Engineering Services)</i>	GSA Contract No. GS-23F-0234L
<i>GSA: MOBIS</i>	GSA Contract No. GS-10F-0262K
<i>State of North Carolina: ITSSC</i>	ITS-000641
<i>State of Georgia GTA000c58</i>	Project Management & Business Process Reengineering

***A Microsoft Certified Partner***