



Post Office Box 16872
Alexandria, VA 22302

703-339-2000
www.gxs.net



Capability Statement vx1.1

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 ensures 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 – Cage Code 3AV87

541511	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
541512	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
514191	On-Line Information Services
541430	Graphic art and related design services
541513	Computer Facilities Management Services Facilities management and operation services, computer systems or data processing
541519	Other Computer Related Services Software installation services, computer
541614	Efficiency management (i.e., efficiency expert) consulting services Productivity improvement consulting services
541820	Public relations services
541890	Other services related to Advertising

What GXS Can Maximize for You

<p>Information Technology (IT)</p>	<p>Custom Application Development Computer Programming Services Enterprise Architecture Solutions Computer Integrated Systems Design Full-life Cycle Application Support Training Services Internet, Intranet & Extranet Development Network & Online Services Computer Processing and Data Preparation and Processing Services Information Retrieval Services Legacy Application Migration and Modernization Advanced Programming</p>
<p>Technology Management</p>	<p>Content Management Online Public Relations Management Computer Facilities Management Services Program Management Project Management Computer Systems Consultants Full-life Cycle Application Support Data Management Services System Design Network & Online Management</p>
<p>Strategy</p>	<p>Strategic Technology Consulting Technology Resource Management & Planning Computer Systems Consultants Legacy Application Migration and Modernization Public Affairs & Marketing Strategy</p>

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)
- Campaign: Jim Mullins (WV)
- Campaign: John Perzel (PA)
- Center for Bioethics and Human Dignity
- Center for Military Readiness
- Conrad for Congress (CA)
- Department of Commerce
- Davis for Congress (KY)
- Department of Defense
- 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.

Case Studies

The Center for Military Readiness

Mr. Terry Donnelly

terry@cmrlink.org

(734) 464-9430

CMR was seeking to improve upon its online communications strategy to provide for an internet presence that would substantially increase their visibility with the public, the media, and most importantly, with those making and executing U.S. military personnel and readiness policies.

A large part of this task was modernizing the way they publish and archive their monthly publication, "CMR Notes." Their members are paper-mailed this every month, but they wanted a way to deliver it online. In addition, they wanted a way for researchers and military staff to

easily access the publication. Further, in the past, when a researcher or member of the media called CMR to get info on a particular issue, the CMR staff would have to manually look through past issues to send them that information, which was a time consuming activity.

As a result of the web and database technology GXS built for CMR, they now have all past CMR notes issues available on their website. Anyone can visit their archives and search the content of past and present issues, but CMR wished to restrict access of the actual content of those issues to members, researchers, military professionals, and the press. The search capabilities are robust in returning titles, abstracts, issue number, authors, and much more within seconds. This was designed such that the documents could maintain the integrity of their look and presentation of "CMR Notes" in having been published as PDF documents, yet users searching would not be required to take the time to load the PDF document to determine if the article/issue contained the info they were seeking since the search results presented enough data quickly such that the user could download those documents he/she really needed. These tools not only make life more efficient for the CMR staff who no longer have to do manual document searches for requested information CMR has researched and written on in the past, but site users can also maximize the time they have to use the CMR site by quickly and easily having the ability to search the document archives and only spend time downloading and reading full articles and issues they know will be helpful. The value in this sort of a resource is obvious, but to complement it, GXS added the ability for prospective members or anyone wishing to view "CMR Notes" who do not already have access to join or pay a fee online and within minutes, obtain access to the vast archives. Finally, ActivistWeb provides the administration tools necessary for the self-described "very non-technical" CMR staff to easily update, manage, and maintain the other features of the CMR site (in addition to the "CMR Notes" section).

Republican National Committee

Mr. Phil Coppage

PCoppage@rnchq.org

(202) 863-8524

Over time, the RNC had developed a database in Microsoft Access for the purposes of tracking federal and statewide candidates nationally. As this database grew in both functionality and demand for use of it at the RNC, the fact that it was built and used in Access presented a number of limitations and thus, the database and current front-end had outgrown its current architecture. The RNC then turned to GXS to redevelop their candidate tracking database application for more robust use and greatly expanded functionality. The first requirement was to convert the then current Access format into a web-based client/server environment utilizing ASP and SQL Server technology. This included the breaking up of much of the data that had been generally stored in a flat-file (single table) and a migration into a relational structure, as well as a host of data integrity, quality control, and quality assurance measures after having made such a conversion.

The second step consisted of designing a highly dynamic browser interface and data management console to enable multiple users to interact with and manage the data and/or extract information, similar to the way individuals could interact with local Access functions. Included in this phase was the complete duplication of all existing Access functionality, but in an internet-based SQL/ASP application. The third step consisted of expanding upon

functionality from simply creating reports and giving users the ability to interact with the data, to the addition of sophisticated user authentication; a multi-permission structure; exports on the fly to Excel; a document manager and library; expanded note functions; functions to enter and store data on campaign staff, election info, state party info, voter file development, candidate financial info, polling data, and a great deal more. Help file documentation and a dynamic FAQ were also included.

The very sensitive nature of the data and high exposure to sabotage and/or hacking efforts necessitated a final step in conducting a complete and thorough security review and assessment, and the subsequent modification of the application to correct those weaknesses identified. The project resulted in broad use of the application/database from internal RNC staff located in the Washington, D.C. headquarters, to RNC field staff scattered nationally, other campaign committee staff, and the White House. It also resulted in greater coordination, better document management, and knowledge sharing among multiple entities nationwide that contributed to one of the most successfully executed campaign operations in recent years.

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

Information

Wish you could do more? Call us at 703-339-2000 or write us at govt@gxs.net.

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

GXS Strategies, Incorporated
A Virginia Stock Corporation

Corporate Headquarters
7764 Armistead Road, Suite 180
Lorton, Virginia 22079

Or Contact

Post Office Box 16872
Alexandria, VA 22302
Attention: Bill Schamberger
703-339-2000 | 703-783-1310 (fax)
email: wshamberger@gxs.net

In Georgia:

3359 Stovehill Court, SE
Marietta, Georgia 30067-5163
Attention: Tom Baley
(770) 984-8655 | (404) 529-4710

e-mail: tbaley@gxs.net

<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 & 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