

Falconwood is agile, effective, and innovative in meeting our clients' missions, applying our depth and breadth of experience.

Established in 2002, Falconwood is a veteran-owned, woman-owned business that has grown to over 300 highly technical experts. All of our professionals maintain minimum SECRET clearances, with ~37% possessing TOP SECRET and ~17% with SCI eligibility. Over a dozen commands and twenty major Acquisition Programs (ACAT/BCAT I-III) have relied on Falconwood's expert guidance to manage some of their largest and most complex technical programs, operations, implementations, and transitions.

We help solve our clients' most difficult challenges through a combination of deep technical expertise and sound consulting, blended with tested operational experience.

Falconwood's Value

CMMI Services Level 3 Rated
90%+ employee retention rate
DCAA Approved Accounting System
Industry-certified, highly skilled IT Professionals holding a wide range of certifications to include:

- PMP, Agile, Scrum
- ITIL, LSS, DAWIA
- Cybersecurity (CISSP, CISM, CASP, Security+, CEH)
- Navy Qualified Validator Levels I, II, and III
- Cloud (Azure, Amazon Web Services, Google, Oracle)
- Technical (CCNA, Citrix, RHCSA, Linux, Splunk, VMware)

Falconwood has successful past performance across multiple prime contracts, as well as various subcontracts. We have "Exceptional" CPARS ratings that include performance in Cybersecurity, Systems Engineering, Program Management, Acquisition, Cloud & Enterprise Migration, and Web Development.

SERVICES

Acquisition Management
Cloud Solutions
Cybersecurity
Data Science & Business
Intelligence
IT Logistics Management
IT Service Management
Program & Project Management
Systems Engineering & Modeling

CONTRACT VEHICLES

Seaport-NxG
NIH CIO-SP3
GSA Multiple Award Schedule

CODES

NAICS Codes:
541330: Engineering Services (Primary)
511210: Software Publishers
518210: Data Processing, Hosting, and Related Services
541511: Custom Computer Programming Services
541512: Computer Systems Design Services
541519: Other Computer Related Services
541611: Administrative Management and General Management Consulting Services
541715: Research and Development in the Physical, Engineering, and Life Sciences

CAGE Codes: 1Y9H1, 979D1
UEIs: JVMNF4DN5XT7
E9K1H2NZ9NU9

Falconwood's Acquisition Management Service

We expertly aid clients in establishing, implementing, and sustaining Acquisition Programs. We perform business case analyses, establish acquisition system requirements, and author acquisition documentation. We help our mission partners in determining appropriate acquisition policy and paths and prepare budgetary documentation and Milestone Decision briefs. Post system contract-award, we prepare contract requirements & documentation, oversee requirements execution, perform technical evaluations, and facilitate contract actions. We ensure that an organization's IT requirements, plans, and budgets are well-defined, defensible, executable, and consistent with industry best practices and policy.

Summary of Experience

- Developed/refined the technical requirements and deliverables of service being acquired
- Developed Acquisition Milestone documents (e.g., Acquisition Strategy, Acquisition Plan, Cost Analysis & Requirements, Capability Sustainment Plan)
- Issued a notional procurement schedule IAW data provided by source
- Authored CDRLs and Statements of Work for evaluation
- Determined any other pertinent aspects that are critical to a successful acquisition
- Assisted in making final determination on whether to continue with Acquisition process or advise on changes
- Budgetary analysis to determine "should cost" of new program/project and for evaluation
- Assisted in the development of the full RFP/RFQ to include technical and contractual aspects
- Worked with Government procurement team to assemble the formal RFP/RFQ
- Recommended contract types as appropriate using client input
- Organized and assembled documents received from bidders
- Completed a compliance matrix for each received proposal to determine initial level of compliance and potential elimination of non-compliant responses
- Completion of Business Clearance Memorandum (BCM) to document rational for award

Falconwood has proven history of expediting post-contract award transition and contract start timelines, aiding our mission partners in cost savings and contract risk avoidance. Further, we continue to successfully aid our clients in overseeing awarded contract requirements today.

OUR CLIENTS

DON LOG IT
DON OPNAV
DON PEO Digital
DON PEO MLB
USMC PMW 230
USN NAVIFOR
USN NAVSEA
USN NAVWAR
USN PMW 240
USN PMW 250
USN PMW 270
USN USFF

WHAT WE DO

Define acquisition organizations & organizational change
Develop contract requirements
Prepare and update RFI, RFQ, RFP, & FOPR packages
Develop and manage Milestone schedules
Develop and staff acquisition documentation
Analyze and categorize industry feedback
Support Source Selection Boards
Provide contract protest support, if required
Create product and service catalogs
Develop CLIN and Task Orders
Track invoices and deliveries
Process IT procurements and budgets
Prepare budget and POM submissions
Perform contract technical evaluations
Develop BCAs and perform gap analyses
Oversee contract execution