PVA

Professional Value Added



Lucent Technologies

BusinessPartner

GSA

Federal Supply Schedule

National Women Business
Owners Corporation

Company Overview

- Certified Woman-Owned Small Business
- Founded in 1996 by Carol and Winston Hodges
- Headquartered in Greensboro, NC
- 150 employees (2002)
- Systems Integration and Consulting Company Focused on Adding Value to Customer operations
- GSA Federal Supply Schedule Holder
- Top Secret Security Facility clearance
- Located in same building with Lucent Technologies



PVA Headquarters
Carolina Corporate Center

PVA
Professional Value Added

Corporate Capabilities

- Program Management Support
- Strategic Consulting
- Business Process Development & Implementation
- Network Performance Management
- Knowledge Management
- Configuration Management
- Network Engineering and Design
- Systems Modernization and Transformation
- Systems Integration
- Installation, Operations, and Maintenance
- Training
- Technical Recruiting/Staff augmentation



Focus areas

PVA
Professional Value Added

Markets that PVA Serve

- *GOVERNMENT*

US ARMY, USAF, US NAVY, US HOUSE of REPS, EPA, NIH, INS (HOMELAND SECURITY), GSA, COMMONWEALTH of VA

- *PHARMACEUTICAL AND CLINICAL RESEARCH*

QUINTILES, WYETH, CATO RESEARCH, BIOMERIEUX, REXALL SUNDOWN

- *COMMERCIAL*

HOME DEPOT, CONOCO, CROWN CASTLE, BOOZ-ALLEN & HAMILTON, COLORADO SPRINGS UTILITIES, SONY, MARSH INC., RICOH, SCHINNERER

- *DEFENSE CONTRACTORS*

LUCENT TECHNOLOGIES, GENERAL DYNAMICS, LOCKHEED MARTIN

MARKET TRENDS

- *GOVERNMENT*

NETWORK SECURITY, NETWORK PERFORMANCE, KNOWLEDGE MANAGEMENT

Agencies are procuring both Lucent Network Security and Network Performance products with an emphasis on the Hardware and Software Network Security products.

- *PHARMACEUTICAL AND CLINICAL RESEARCH*

NETWORK SECURITY, KNOWLEDGE MANAGEMENT, NETWORK PERFORMANCE

Customers are buying both types of Lucent product and as with the Government agencies, there seems to be an emphasis on the Hardware and Software Network Security products. Knowledge Management is also a key focus.

- *COMMERCIAL*

NETWORK PERFORMANCE, KNOWLEDGE MANAGEMENT, NETWORK SECURITY

This market segment seems to focus more on Network Performance and Knowledge Management, although Network Security is still essential.

- *DEFENSE CONTRACTORS*

Defense Contractors use small businesses such as PVA for providing products and professional services allowing them to take advantage of set-aside funding.

While market conditions have improved in all sectors over 2002, customers are looking for solution providers who know their product and can offer flexible contract terms, pricing models, financing arrangements, etc. !

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What they say about PVA….

May I on behalf of the team and EADS thank you for the effort that you and your team put in on the XXXX proposal. The inputs from your team were of the highest caliber and contributed …Tony Suter UK-Avaya

I find PVA very competent, responsible and most of all reliable. Some of our largest clients in this region have contracted with them on several jobs with high satisfaction." Kevin Wilson January 19, 2001 OpenText

We appreciate the quality of work that you have done for us in the past and when we needed your assistance immediately following the 9/11 attack, you were here to support us with our C2 requirements. Michael L. Capps IM&T Total Switch Arch. (CSC)

I cannot be more pleased with their professionalism and capabilities. Their contribution to our project has already been far above expectations. Bob Snow Hewlett Packard -Egypt

We engaged the company Professional Value Added Inc. (PVA) to perform the integration of the stamping software, with Eric Moore of PVA doing the actual programming and integration. PVA did a brilliant job of creating the Livelink module to take advantage of your stamping software. I thought it might be of interest to your company, how your application was utilized." Bruce N. Fedorcha January 22, 2001, Lucent Technologies

I was indeed impressed by the professionalism and camaraderie exhibited by your PVA staff at Warner Robins. Larry Troy (Business Plus Corporation)

PVA Professional Value Added

PVA- Tier 1 Lucent Reseller

Lucent Technologies
BusinessPartner



- Broadband Access Products
- VPN Firewall Brick Family of advanced IP Services
- Edge Access Products
- Network Management Software Products- VitalSuite and VitalQIP
- 5ESS Products and Services
- Worldwide /Services

PVA provides

- Product Resell (Tier 1)
- Systems Integration
- Technical Support
- Program Management
- Logistics and Documentations Support
- Installation and Cutover
- Training

GSA Federal Supply Schedule

Lucent Products are Available on PVA's GSA Schedule

PVA Professional Value Added

PVA' s SUITE OF PRODUCTS INCLUDE:

















PVA provides

- Product Sales
- Systems Integration
- Technical Support
- Program Management
- Logistics and Documentations Support
- Installation and Cutover
- Training



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Lucent/PVA Past performance

OSCAR/CUITN Proposals

PVA provided engineering and systems support to Lucent Technologies and the US Army and other government, commercial customers for the Common User Installation Transport Network (CUITN) Program contract and the Outside Cable Rehabilitation (OSCAR) contract.

U.S Army's Intrusion Detection Systems (IDS)

PVA provided engineering services to Lucent Technologies for the integration of Data Networking components into an existing ATM network deployed by the Department of the Army. These services include:

Staging of Equipment

Testing of Equipment Prior to Shipment

Burn-in of Equipment

Deployment of Hardware to Multiple Sites

Acceptance Testing of the Systems at Multiple Sites

Acquiring Customer Buy-Off Upon Completion of On-Site Testing

U. S. Army's Domain Name Server (DNS)

PVA provided Program Management support to Lucent Technologies for Engineering, Furnishing, Installing and Testing (EFI&T) of a secure Domain Name Server (DNS) and IP Management system based on an Army enterprise concept of shared resources. PVA provided:

- Initial and Final Concept of Operations including:
  - Design Approach,
  - Geographic Placement of DNS Servers
  - Implementation Test and Evaluation Plan
  - Test Results
- Training
- Weekly E-Mail Status Reports

U. S. Army's Circuit Bundling Initiation (CBI)

PVA, under contract to Lucent Technologies, was responsible for the integration of Data Networking components into an existing ATM network deployed by the Department of the Army. This activity includes:

- Program Management Support
- Router and Hub Configurations
- Deploying Configurations at Customer Sites
- Supervise the Installation and Testing
- Processing Customer Provided Test Material to Verify Correct Operation

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Summary

- **Lucent Technologies is an important PVA Business Partner and Customer**
  - **PVA sales of Lucent product grew over 300% from 2002 to 2003**
  - **PVA sales of Lucent LWS services grew over 200% from 2002 to 2003**
  - **Lucent's 2003 purchase of PVA Professional Services represented 15% of PVA Professional Services Revenues**

- **Lucent Technologies Products and Services complement**
  - **PVA's Mission of adding value to customer operations**
  - **Complement PVA's Product and Services Portfolio**

- **Lucent and PVA support each other through**
  - **Co-Op Program**
  - **Sales Collateral**
  - **Training**
  - **Joint Customer Briefings and Sales Support**
  - **Joint Proposals**

- **Lucent Technologies and PVA have a Long History of Satisfying Customers Together!**

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