



McMANIS &  
MONSALVE  

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ASSOCIATES

Defy risk.



# Corporate Overview

Defy risk.

# Overview

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- HUBZone certified and veteran-owned small business
- Certified minority-owned business enterprise in Virginia and Pennsylvania
- GSA Consolidated Schedule with MOBIS and AIMS
- Ability to provide cleared personnel at the Top Secret level
- 30-year corporate history as both a prime- and sub-contractor
- Locations in Erie, PA, Manassas, VA and St. Paul, MN

# HUBZone

- **Competitive Set Aside** – Set-aside HUBZone contracts can be awarded if the contracting officer has a reasonable expectation that at least two qualified HUBZone small business concerns (SBCs) will submit offers and that the contract will be awarded at a fair market price.
- **HUBZone sole source** – Sole-source HUBZone contracts can be awarded if the contracting officer determines that:  
1) one qualified HUBZone SBC is able to perform the contract; 2) two or more qualified HUBZone SBCs are not likely to submit offers, and 3) the anticipated award price of the proposed contract, including options, will not exceed \$3,000,000 for a requirement within all NAICS codes other than manufacturing.
- **HUBZone price advantage** – Full and open competitive contracts can be awarded with a price evaluation preference. The offer of the HUBZone small business must not be 10 percent higher than the offer of a non-small business.

# Approach

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We help our clients understand and manage the many types of business risk their organizations face on a day-to-day basis.

Through a systematic and disciplined approach, we identify and analyze the risk specific to each client and provide actionable information and practical solutions to help them achieve their goals. Our proprietary approach, Intelligence Led Management™, is based on the same customized intelligence research and analysis tools and techniques used by intelligence agencies.

Throughout the course of this process, we help our clients achieve the confidence necessary to move forward and succeed in complex and uncertain times.

# Capabilities

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- Management Consulting
  - Organizational Excellence
  - Healthcare Business Solutions
  - Workplace Learning and Performance
- Intelligence Analysis
- Professional Staffing Solutions
- Information Technology
- Janitorial Facilities Maintenance

# Organizational Excellence

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- Organizational Design and Development
- Program Evaluation
- Process Improvement and Quality Management
- Policy and Procedure Development
- Space and Facilities Management
- Performance Measurement and Benchmarking
- Change Management and Facilitation
- Strategic Planning
- Internal Controls

# Healthcare Business Solutions

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- Healthcare Business Practice Evaluations
- Charge Master Analysis
- Operational Audits and Reviews
- Provider and Nursing Education
- Medical Coding and Documentation Training
- Process Improvement
- Revenue Cycle Enhancement
- Customized Training



# Workplace Learning and Performance

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- Organizational Learning Needs Assessment
- Orientation and Cultural Integration
- Talent Management
- Traditional and Blended Instructional Design
- Tailored or Off-the-Shelf Coursework
- Train-the-Trainer Programs
- Conflict Resolution and Mediation
- Manager and Leader Development

# Intelligence Analysis

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- Market Research and Opportunity Identification
- Competitive Intelligence
- Due Diligence for Partnerships and Acquisitions
- Threat Assessments
- Issue Monitoring and News Summaries
- Intelligence Analysis Outsourcing
- Application of Web 2.0 technologies

# Professional Staffing Solutions

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- Program Management Office Support
- Project Management
- Staff Augmentation
- Outsourcing
- Staffing for IDIQ Contracts
  - Professional
  - Technical
  - Administrative

# IT Consulting

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- Communication and Compliance Monitoring Products
- Operations Planning, Implementation and Management
- Needs Diagnosis, Solution Identification and Resources Optimization
- Systems Architecture Design and Administration
- Security Assessments, Procedures and Remediation
- Insider Threat Management
- Data Compliance Rules and Regulations
- Website Design and Hosting
- E-Commerce

# Janitorial Facilities Maintenance

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- Commercial janitorial services
- Maintenance operations management
- Post-destruction cleanup
- Floor cleaning services
- Insured and bonded

# Footprint

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- National Institutes of Health
- Department of State
- Bureau of the Census
- Internal Revenue Service
- General Services Administration
- Indian Health Service
- National Institute of Standards and Technology
- Private sector defense and security contractors

## Contact

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