

Gate Way Solutions, LLC is a certified women-owned and service-disabled veteran-owned small business providing innovative and customized Information Technology (IT) services and software development to our government and commercial clients. We are headquartered in O’Fallon, Illinois at 1710 Corporate Crossing near Scott Air Force Base (SAFB).

Why Us, Why Here, Why Now?

Gate Way Solutions is led by experienced and skilled IT professionals who share a sense of values, purpose and vision. Our owners have well over 100 years of experience in the Federal Government both as Service Members and contractors. Having lived and worked in the St. Louis Metro area for many years, we have built lasting relationships with key individuals at SAFB and in the U.S. Transportation Command (USTRANSCOM), within local government and businesses, and among community leaders. At Gate Way Solutions we are ready to seize short- and long-term opportunities emerging now.

For the Federal Government, 2020 and 2021 were years full of unexpected events that were an impetus for innovation and new ways of thinking. The coronavirus disease of 2019 (COVID-19) and the SolarWinds cyber-attack challenged the Department of Defense (DoD) to act and innovate quickly. The Federal Government will likely continue to use the same flexible and speedy acquisition authorities to obtain innovative IT solutions and modernize legacy systems. Federal investments in IT are expected to continue to increase as agencies look to agile, small businesses such as Gate Way Solutions to develop trusted artificial intelligence (AI) and autonomy and to build an integrated network system of systems that are secure and resilient.



Gate Way Solutions Leadership

 Jess Sullivan Chief Operating Officer	 Leslie Sullivan President and CEO	 Jared Sullivan Chief Technology Officer	
 Rodney McGee VP, Commercial Sales	 Connie Rehfeld VP, Branding and User Interface	 Mike Lang VP, Architecture	 Clayton Dulaney VP, Infrastructure
 Jaye Hines Director, Business Development	 Donna Simkins Proposal Manager	 Felicia Ortego Jr VP, Mobile Engineering	

Because of our strong ties to the local community, Gate Way Solutions is alert and adaptable to emerging economic opportunities. Our multi-certified experts command an impressive array of skills and are poised to leverage the best practices and most promising evidence-based, emerging technology to assess and meet customer needs. As a small but talent laden organization, we are flexible, adaptable, and agile – able to adjust information technology tools and strategies based on shifting consumer demand.

We Are a Small Business: The Engine That Keeps the Machine Running

According to a 2019 Report by the Small Business Administration (SBA), small businesses account for forty-four percent of economic activity in the United States. Small businesses create two-thirds of new jobs and deliver more than forty-three percent of the U.S. gross domestic product. In addition to keeping the economy running, small businesses also lead the way in innovation. Small businesses produce sixteen times more new patents per employee than large patenting firms do. Small tech startups with fewer than ten employees account for many of these patents. Not only that, but small businesses like Gate Way Solutions reflect the diversity of the U.S. population in a way that the employee base of large corporations do not: thirty-six percent of small businesses are owned by women; nine percent are owned by veterans; and just under fifteen percent are owned by people of color.

We Partner with You to Meet Subcontracting Goals and Improve Your Business

Federal small business procurement goals are set by Congress, which state that the Federal Government shall direct a percentage of spending dollars to small business, and certain categories of small businesses. Congress first enacted a procurement goal in prime contracting for small business in 1988. Since then, goals have been increased, extended to include some subcontracting, and applied to certain sectors of small businesses such as socially and economically disadvantaged small business, service-disabled veteran-owned small businesses, women-owned small businesses, and historically underutilized business zones. Recently, Congressional interest in the SBA's programs has become especially acute given the COVID-19 pandemic's widespread adverse economic impact on the national economy in general and small businesses in particular.

Gate Way Solutions will do much more than help you meet your statutory small business goals. In fact, we can help you grow your business in ways you did not imagine.



Bringing software to market “at the speed of relevance” is the new mantra of the Federal acquisition community and is a capability that is within our wheelhouse. Our prior experience and our proximity to and close relationships with regional small business offices (such as USTRANSCOM's Small Business Office), allow us to respond to the Federal Government's increased use of Other Transaction Authority (OTA) contracts to onboard emerging commercial technologies and develop prototype systems. This includes using OTAs to procure cybersecurity-related capabilities. Cyber OTA spending across the DoD has been growing

rapidly, more than doubling from fiscal year 2019 to 2020 and then growing an additional fifty-five percent into fiscal year 2021 – resulting in spending that has more-than-tripled in just two years. As a small business, Gate Way Solutions will bring innovation and growth to your information technology portfolio. Since we have such sustained direct contact with present and potential clients throughout the Metro area,



we are especially attuned to what products and services would best serve the current and future needs of our community. These insights will bring to your organization a level of awareness that only a small, community embedded business can provide. In addition, time to market will improve. With fewer levels of hierarchy to mobilize and coordinate, Gate Way Solutions will develop and deploy technology solutions in a shorter time.

We Are in LOCK STEP with Your Business Culture

Gate Way Solutions wants to partner with a company like yours that shares the same business culture and core values. Gate Way Solutions believes team members can work hard and love their jobs – it is not one or the other. Challenging and engaging work, where everyone contributes and understands how they fit, drives our performance and creates a culture of growth. We are uncompromising about our dedication to a professional and personal code of conduct. We believe that a diverse workforce brings substantial benefits such as better decision making, improved problem solving, and greater creativity and innovation. This all leads to enhanced product development and is an essential part of the package we bring when we partner with your organization.



A cut above ...why we are poised for success

We are a women-owned, veteran-owned and service-disabled veteran-owned small business founded and operated by experts from the local community

<p>Programming Skills C#, Java, Python, Angular, React, .NetCore, SQL, Web Design, C++, Bash, PowerShell, Javascript</p>	<p>Certifications CSSP, Amazon Web Server SA and Dev, Scrum Master, Scaled Agile Framework, Sec+, Certified Solutions Developer, CompTia Advanced Security Practitioner, Cisco Certified Network Administration, CEH, MCSD, Information Technology Infrastructure Library Certified (ITIL), Azure DevOps, Azure Sys Admin</p>	<p>Knowledge Acquisition and Talent Development Sponsor of Nexul Academy Apprenticeship</p>	<p>GovWin Delttek and FedBizAccess Subscription services that provide competitive advantage in winning public sector business and getting advance notice of bids; Advertise on Fedbizconnect.com; Gain visibility of competitors; Notification of Awards; Labor and pricing data; Market Research; Business Analyst Support</p>
<p>Additional Competencies Artificial Intelligence and Machine Learning, Quantum Computing, Blockchain Engineering, System Integration and Automation, Ethical Hacking and System Hardening, Cybersecurity, Linux System Administration</p>	<p>Information Security Individual and Facility DoD Top Secret Security Clearances</p>	<p>Project and Process Management Project Management Professional, Society of Human Resources Certified Professional, Lean Six Sigma</p>	
<p>Office location and infrastructure Close to customers, hyper converged infrastructure hardware, redundancy servers, latest security protocols</p>			



About Us

Our founding owners have over 100 years of Federal Government and Department of Defense experience and we live where we work

Gate Way Solutions: Our Core Capabilities

Gate Way Solutions has a deep, experienced bench of database administrators, engineers, and data scientists. Our capabilities include:

- **Logistics Systems Automation** – Develop and implement software to track and report movement of shipments using the latest security techniques in an accessible, integrated, and secure environment.
- **Web and Core Applications Development** – Web development, application testing and security – with emphasis on knowledge exchange, thorough testing strategy and documentation, custom secure authentication mechanisms, and industry best practice architectural techniques.
- **Cloud/Hardware Infrastructure** – Maximize flexibility and agility of Cloud/Hardware Infrastructure and pursue opportunities for innovation. Development and sustainment of complex enterprise applications.
- **Continuous Integration** – Implement Continuous Integration (CI) Continuous Delivery (CD) best practices saving both time and money over the lifespan of a software development/software engineering project.
- **System Interoperability** – Build systems and develop software that is interoperable – connected with one another readily, even if developed by widely different manufacturers in different industries, and able to exchange information between applications, databases, and other computer systems.
- **Security** – Adopt information security best practices, increase emphasis on improving the cybersecurity posture of critical systems, and partner with organizations within the DoD to continue implementing a new information security framework, known as Zero Trust, to harden its networks.
- **AGILE/Scrum Software Development** - We have adopted and developed industry-leading systems and best practices that enable us to provide high quality software products/services at a lower cost. These systems include in-house AGILE/Scrum methodologies, and the following technologies: hyper-converged infrastructure (HCI), custom continuous integration servers, custom communication and requirements-gathering applications.



An Inside Job: We Understand the Problems Because We've Been Inside

The Problems: Federal Government and DoD IT

Legacy Modernization



Governments have experienced the limitations and risks posed by decades-old legacy infrastructure and core systems. To be better equipped to deal with the next disruption, government CIOs are accelerating the move to modern, **modular architectures including cloud hosting**. While the need for legacy modernization is not new to government CIOs, the challenges related to the pandemic have only served to heighten the awareness of the resulting risks and the need for it. (Gartner Identifies Top 10 Government Technology Trends for 2021)



Technical debt (the technology and resources spent maintaining old, broken and bad code) limiting innovation

Security concerns, workforce skills gaps and inflexible legacy networks are inhibiting innovation



IT infrastructure and networks are not interoperable, not fully utilized, automated, and require investments for a complete tech refresh. Army and other branches' organizational networks have not been converged; they are unable to manage the network as a unified network through (across the standardized monitoring and Defensive Cyber Operations (DCO) tools ref: (Army Digital Transformation Strategy, 12 Oct 21)



Per a GAO 2021 report, the **DoD is not fully implementing AGILE Software Development Best Practices** (GAO-21-351)

Gate Way Solutions' engineers and data scientists have worked on numerous DoD IT Systems and Oracle backed databases including MEIS, CATS, GDSS and ITS. This insider perspective has given us first-hand knowledge of the problems the Federal Government and DoD face with respect to modernization of legacy systems, interoperability and the careful balance between security and transparency of data.

A Target for Hackers

IT Challenges Facing Municipalities



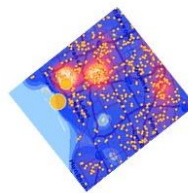
Vulnerable Systems

- Ransomware attacks
- Identity and Access Management issues
- Authorization and Authentication issues
- Slow or no Cloud Migration
- Limited Municipal Software Development
- Persistent Security vulnerabilities
- Insecure or unreliable transactions (Bill Payment)
- Insecure personal data



Manual Business Processes

- Contract Management
- Paper Contracts
- Manual Workflow/ Permitting
- Accounting, Records, Customer Relations



GIS/Mapping

- Floodplain and mine abatement
- Traffic analysis
- Automated services
- Disaster Preparation and Recovery
- Surveying
- Voting

At the state and local government level, we see challenges with vulnerable systems, manual processes, and in geographic information systems (GIS). One particularly pervasive problem is that of hacking. Municipalities are the ideal target for cybercriminals aiming for the low-hanging fruit of the data universe. As the gatekeepers for voter records, tax information, social security numbers and essential access information to the full range of critical infrastructure managed in the municipality's workload, it is of little surprise that they have



become a focal point of cyberattacks. Ransomware attacks have become a menace for local governments, robbing millions of dollars in ransom payments to hackers and recovery costs from the government entities that can least afford to pay them. Gate Way Solutions can help local governments manage, maintain and protect this information.

Skills + Values + Dedication Make Us the Perfect Partner for You

Our uncommon synergy of skills, values and commitment to each other and to the success of the business, make us the perfect small business. And Gate Way Solutions is ready to serve as your Preferred Small Business Partner.

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Apprenticeships Now Available, partnered with Gate Way Solutions

Gate Way Solutions is a women-owned, veteran-managed, small business focused on fulfillment of government software contracts. They target the market of municipal and logistics applications.

