



# Business Overview & Capabilities



# CULTURE

## WE...

- Care equally for our customers and employees
- Invest in technologies and people to sustain growth
- Acquire the management & technical skills to establish and build IT solutions meeting our customers requirements
- Build on our core competencies for long-term sustainability
- Leverage relationships with clients and like-minded businesses to consistently win contracts
- Provide profitable, sustainable long-term growth for our shareholders
- Support the communities in which we do business
- Go the extra mile



# CORPORATE STRENGTHS



**HISTORY:** SofiaITC was incorporated in 2012 as an I.T. Solutions provider by Mr. James Quilty following 21 years of combined Military Intelligence service in the US Army and Federal I.T. Contractor.

**DUNS:** 07-8439124      **CAGE Code:** 6QHS8

**MANAGEMENT:** SofiaITC's corporate structure allows each Program Manager (PM) to communicate directly with executive staff allowing PMs to focus on providing excellent customer service.

**QUALITY ASSURANCE:** SofiaITC follows the CMMI (Capability Maturity Model Integration) process and models its business practices after these best practices to ensure corporate effectiveness and integrity.

**ADMINISTRATION AND COST CONTROL:** SofiaITC uses appropriate accounting applications for project control and our finances are independently audited to ensure fidelity of financial management.

**ORGANIZATIONAL DEPTH:** In addition to hiring talented employees, SofiaITC has a highly skilled executive staff and retains independent consultants in multiple business disciplines to readily respond to customer needs.

**CERTIFICATIONS:**



# CORE COMPETENCIES



## IT OPERATIONS, ADMINISTRATION & MAINTENANCE

Provide expert OA&M Processes, Activities, Tools, and Standards from Service Desk to Engineering in line with Business needs and SLA requirements.

## INTELLIGENCE, SURVEILLANCE & RECONNAISSANCE

Provide SIGINT, ELINT, and HUMINT analysts/analysis expertise on Intelligence gathered; to include the implementation of technology solutions in support these Missions (Air, Land, and/or Sea).

## PROGRAM & PROJECT / IT PORTFOLIO MANAGEMENT

Proven experience in governance, alignment, management, planning, finances, integration, and improvement; on time and under budget. Consultants are PMP and ITILv3 Foundations certified.

## STRATEGIC LEADERSHIP & PLANNING

Analyze an Organization's current strengths and weaknesses, personal values of management, industry opportunities/threats, and societal expectations; mobilize the resources to achieve the goal.

## CYBERSECURITY

Proven Confidentiality, Integrity, and Availability (CIA) implementation of user data through physical, technical, and administrative controls such as FISMA/RMF processes. Consultants CISSP and/or higher Certified.

## RESEARCH & DEVELOPMENT / SOFTWARE DEVELOPMENT

Provide innovative R&D technology and software development solutions, Training and Management consulting, to strategic business leaders and their staff in Mission Critical scenarios.



# NAICS CODES



SofiaITC is certified as a Veteran Owned Small Business in the following NAICS Codes:

CODE	Definition	CODE	Definition
423410	Photographic Equipment and Supplies Merchant Wholesalers	541690	Other Scientific and Technical Consulting Services
541511	Custom Computer Programming Services	541712	Research and Development in the Physical, Engineering, and Life Sciences (except Biotechnology)
541512	Computer Systems Design Services	541990	All Other Professional, Scientific, and Technical Services
541513	Computer Facilities Management Services	611310	Colleges, Universities, and Professional Schools
541519	Other Computer Related Services	611430	Professional and Management Development Training
541611	Administrative Management and General Management Consulting Services	813910	Business Associations
541614	Process, Physical Distribution, and Logistics Consulting Services	813920	Professional Organizations



# EXPERIENCES & CERTIFICATIONS



SofiaITC employees and executive staff are highly trained and educated across a spectrum of disciplines. Key management personnel hold MBAs and/or Master degrees in Cyber Intelligence, Computer Science, and Leadership.

## SofiaITC employees include:

- Former Business, IT, IA consultants
- Retired Senior Military and Civil Servants
- Technologists from the commercial sector
- Security cleared IT, IA, Intelligence Analysts, and Program Managers

## Personnel Certifications:

Project Management Professional (PMP)  
I.T. Infrastructure Library v3 (ITILv3)  
Cisco Certified Design Professional (CCDP)  
Certified Information Systems Security (CISSP)  
VMware Certified Professional 6 Data Center  
Virtualization (VCP6-DCV)  
USMC DIACAP Validator  
Information Assurance (IA)  
Graduate Certificates in Information Security



# CONTRACT EXPERIENCE



## Neoteryx, Torrance, CA:

- Migration of Vimedra (Berlin, DE) infrastructure to Amazon Web Services (AWS) Cloud and applying/preparing environment for HIPAA Compliance audit

## Unified Technologies, Miami, FL (partner):

- Provide PM & SME support for Bahamas & Cayman Island projects; Enterprise IT Infrastructure Refresh and Network Infrastructure Refresh

## KLX, Miami, FL:

- Provide PM & SME support for planning and migration of Active Directory, Office 365, and EMS for KLX Aerospace Solutions

## Federal Bureau of Investigation, Washington, DC:

- Provide Strategic and Program level support for planning, testing, installing, configuring, certification & accreditation of AUTODIN/DMS Messaging Solution



# CONTRACT EXPERIENCE



## OnX, Washington, DC (partner):

- Provided PM & SME support for planning, analysis, and remediation/stabilization of the current Windows Server 2003 Active Directory in preparations for the Exchange 2007 to 2013 Migration
- Provided PM & SME support for HP Blade Chassis upgrades
- Provided PM & SME support for implementation of Brocade VDX Switches
- Provided PM & SME support for VMware Database migrations

## Greyson Technologies, Fort Lauderdale, FL (partner):

- Provide PM, Engineering, and Architectural support in planning, installing, upgrading, and configuring VMware and UCS Manager Infrastructures
- Provide PM support for planning, installing, and configuring Cisco Unified Communications & Call Center solution for Florida Institute of Technology





# CONTRACT EXPERIENCE



## Saint Security Services, Springfield, VA:

- Provide PM support for planning SIDR initiative in investigating, developing, prototyping, and transitioning an architectural design for a SCADA solution
- Writing Sources Sought, RFI, RFQ, RFP Responses, and SOWs

## White Badger Group, Breinigsville, PA:

- Provide PM and Consultancy support on the Zambia Threat & Risks Vulnerability Assessment Consultancy (ZTRVAC) project enabling the Zambian Governments ICT systems to be both secure and integrated for resource sharing

## US Special Operations Command, Tampa, FL:

- Provide PM and Consultancy support on the Datacenter Strategy Assessment project providing a Distributed Datacenters Consolidation Recommendation for both Infrastructure (SAAS, IAAS, PAAS, ITAAS) and Location



# CONTRACT EXPERIENCE



James A. Quilty, MBA, ITILv3  
CEO  
SofiaITC  
(813) 321-5154 Office  
(727) 520-3542 Mobile  
[james.quilty@sofiaitc.com](mailto:james.quilty@sofiaitc.com)  
[www.sofiaitc.com](http://www.sofiaitc.com)

Jessica Paull  
President  
SofiaITC  
(719) 694-1067 Office  
(719) 822-4525 Mobile  
[jessica.paull@sofiaitc.com](mailto:jessica.paull@sofiaitc.com)  
[www.sofiaitc.com](http://www.sofiaitc.com)





**Thank You!**

**Visit us at: [www.SofiaITC.com](http://www.SofiaITC.com)**

