



ACCORDANT FEDERAL

Technology Solutions for Government Challenges

Overview & Capabilities
JEFFREY PAYNE, CHIEF EXECUTIVE OFFICER

BACKGROUND



Jeffrey Payne, MBA
Chief Executive Officer



Accordant Federal is the culmination of its founder's experiences in a diverse set of elite enterprises.

Originally from Reading, Pennsylvania, Jeff graduated from the United States Naval Academy in 2004. While at the Naval Academy, Jeff majored in Physics, had a 3.95/4.00 GPA, and graduated with distinction. These accomplishments entitled him to pursue graduate education immediately following graduation. In 2006, Jeff earned a Master of Science in Materials Science and Engineering from the Massachusetts Institute of Technology (MIT).

After graduating from MIT, Jeff completed the Navy's nuclear power training program and reported to USS Rhode Island, a ballistic missile submarine. After a successful three-year tour of duty, Jeff completed his naval career at the Pentagon as part of the Chief of Naval Operations staff.

After leaving the Navy in 2012, Jeff joined the Class of 2014 at the Wharton School, where he double-majored in finance and operations. After completing his MBA, Jeff worked in operations at Amazon and in finance at Vitalyst, a software consulting firm.

In 2017, Jeff relocated to the Midwest to pursue an entrepreneurship through acquisition strategy. His team completed the acquisition of three small businesses in the government printing and election services space – Plerus (formerly MER), Byers Printing Company, and Creekside Printing. He served as CFO of these businesses.

Jeff's combination of technical, business, and government expertise make him uniquely qualified to lead an organization committed to high-tech government solutions.

CREDENTIALS

- MBA, Wharton School at UPenn
- MS, Materials Science, MIT
- BS, Physics, US Naval Academy
- Nuclear Engineer, Dept. of Energy
- Navy Nuclear Power Program, Graduate
- ISO 9001 Quality Management
- ISO 27001 Information Security Management
- ISO 31000 Risk-Management
- Service-Disabled Veteran Owned Small Business (SDVOSB)
- HUBZone (pending)

AREAS OF EXPERTISE

- Scientific Research
- Submarine Operations
- Government Budgeting
- NATO Working Group Administration
- Business Mergers and Acquisitions
- Finance, Accounting, and Business Operations

PARTNERSHIP OPPORTUNITY

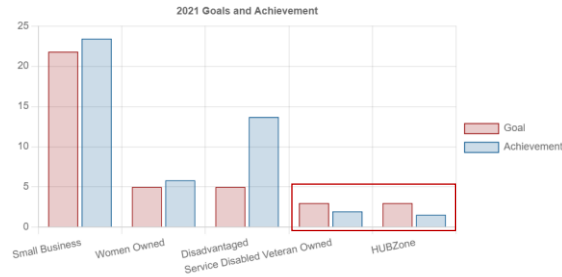
- Keep 100% of the profit when subcontracting to Accordant Federal
- Gain access to the \$100B+ small business set-aside market with Team Accordant
- Utilize Accordant's SDVOSB and (pending) HUBZone certifications to maximize win probability
- Maximize value from small business set-aside contracts. Accordant will accept minimum required workshare – 51%.



PROBLEM

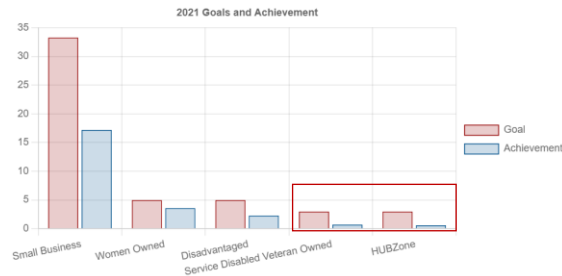
Prime Contracting Achievement

► Achievement Data



Subcontracting Achievement

► Achievement Data



Larger businesses are shut out of the \$100B+ small business set-aside market.



Government continuously fails to meet stated goals with respect to SDVOSB and HUBZone set-asides.



Outside of DoD and the VA, most federal agencies miss their SDVOSB and HUBZone goals. These agencies constitute a target rich environment for Accordant and its partners.



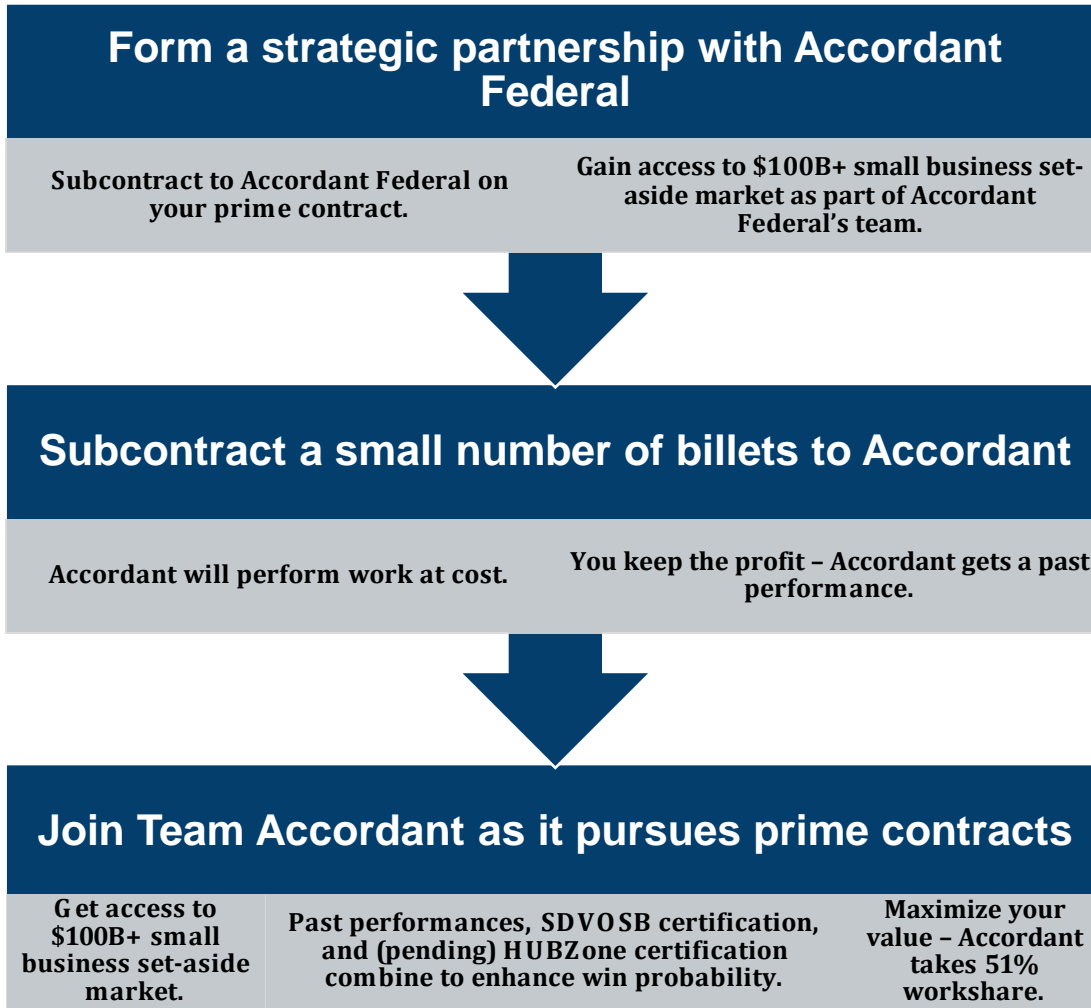
There is a lack of competent, credentialed, technically-oriented small businesses to bridge this gap.



OPPORTUNITY

PARTNER WITH ACCORDANT FEDERAL AND GAIN ACCESS TO \$100B+ SMALL BUSINESS MARKET

BUSINESS MODEL



EXECUTIVE LEADERSHIP CAPABILITIES

- Scientific Research
- Submarine Operations
- Government Budgeting
- NATO Working Group Administration
- Business Mergers and Acquisitions
- Finance, Accounting, and Business Operations

CORPORATE CAPABILITIES

- Management Consulting Services
- Program Management Support
- Data Analytics
- IT Support Services
- Cyber Security

SET-ASIDE CERTIFICATIONS

- Service Disabled Veteran Owned Small Business (SDVOSB)
- HUBZone (pending)
- ISO 9001 Quality Management
- ISO 27001 Information Security Management
- ISO 31000 Risk-Management

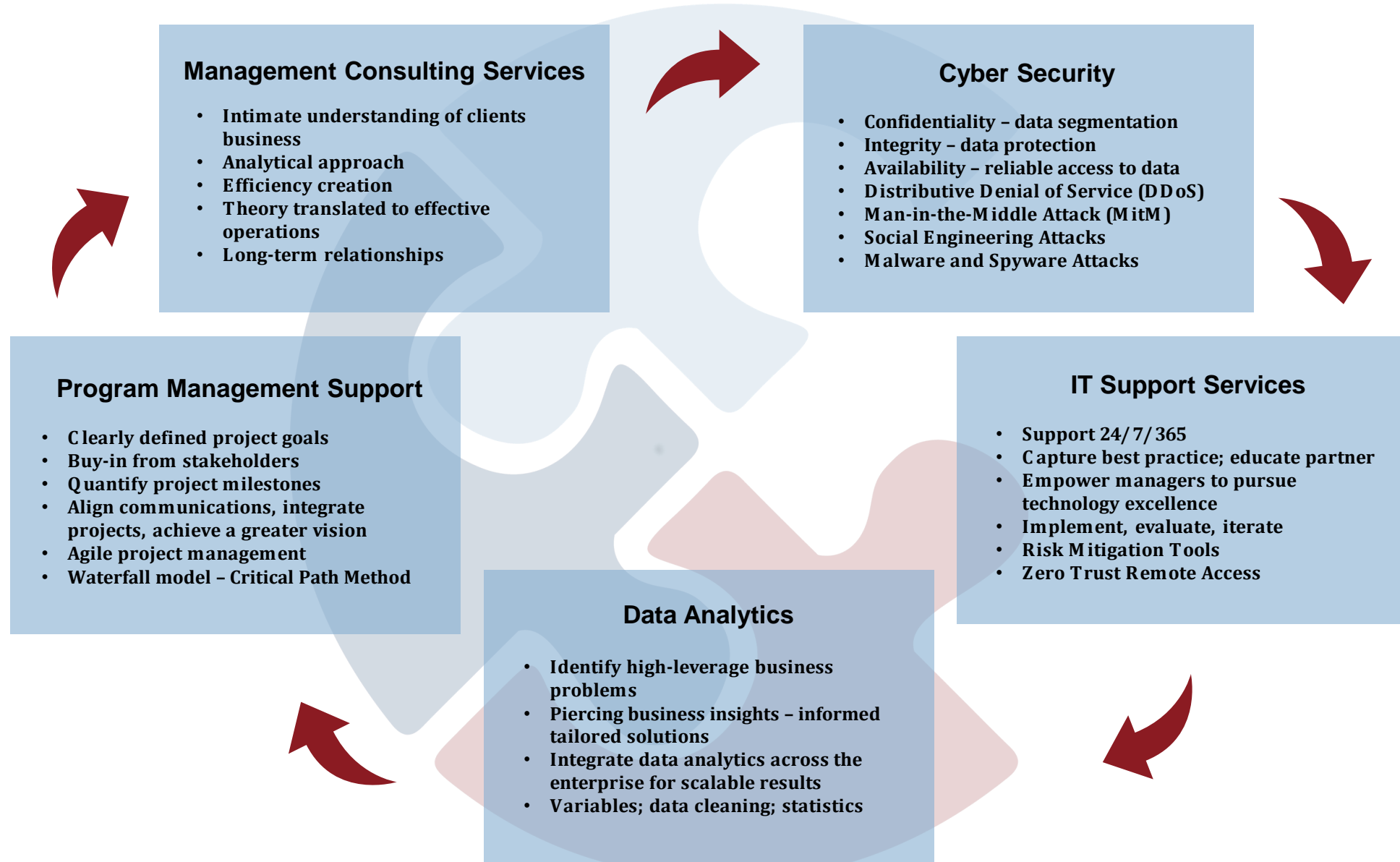


Your company is the missing piece.



SYSTEM INTEGRATION EXPERTS

INFORMATION MANAGEMENT SOLUTIONS



INDUSTRY TRAINING & EXPERIENCE



JEFFREY PAYNE
CHIEF EXECUTIVE OFFICER



CHIEF OF NAVAL OPERATIONS STAFF

Accordant Founder Jeffrey Payne worked at the Pentagon from 2010 to 2012 as a member of the Chief of Naval Operations staff. As the program sponsor for submarine escape and rescue, Navy diving, and arctic submarine operations, Jeff's two-man team managed a \$100M military budget.

During his Pentagon tour, Jeff served as the Recording Secretary and United States Deputy Head of Delegation at the NATO submarine escape and rescue working groups held in Garmisch (Germany), Istanbul (Turkey), and Amsterdam (Netherlands). In conjunction with this role, Jeff led coordination with the State Department to strategize submarine rescue collaborations with Russia.

As the designated Submarine Warfare Division representative for Arctic affairs, Jeff was selected to visit the Arctic Submarine Lab's triennial Ice Camp. The Ice Camp was located on a frozen portion of the Beaufort Sea, very near the North Pole. While onsite, Jeff conducted a budget analysis used to optimize allocation of funds for the Ice Camp's scientific endeavors and submarine tactical exercises.

GOVERNMENT CONTRACTING ACADEMY

Accordant Federal is a member of Government Contracting Academy (GCA), an elite cohort of military veterans and entrepreneurs trained to navigate federal government contracting and excel at government work.

GCA was founded by Randy Wimmer. Randy, also a Navy veteran, founded the government contracting company Analytic Strategies, won over a billion dollars in government contracts, and sold his business to a strategic buyer for more than \$10M. Today, Randy is focused on ensuring the success of GCA cohort members.

GCA participants include a former FBI Executive Assistant Director of Intelligence, a Chief of Staff to the Undersecretary of the Navy, and a Congressional Fellow for Classified Programs. GCA represents a diverse group of accomplished military veterans, senior government officials, and accomplished business leaders. The GCA cohort shares knowledge and resources to ensure success.

GCA members have formed a Joint Venture to formalize these relationships and gain advantages with respect to credentialing.



GCA Cohort Members

- **FBI Executive Assistant Director of Intelligence**
- **Chief of Staff to the Undersecretary of the Navy**
- **Congressional Fellow for Classified Programs**
- **SEAL Team 1 Commander**
- **Multiple Ivy League MBAs**
- **Partner in Law Firm**
- **Medical Doctor**



CO-OWNER JOINT VENTURE



CAPABILITY OPTIMIZATION

GCA cohort members have formed Secure Intelligent Solutions, a Joint Venture (JV), to maximize capabilities, credentials, and contract win probability.



VALUE PROPOSITION

- Gain a Deep Bench of Subject Matter Experts
- Gain a Business Development Team
- Gain a Proposal Writing Team



ACCORDANT'S VALUE AS A BID PARTNER



QUESTIONS?



Jeffrey Payne, MBA
Chief Executive Officer



JEFFREY PAYNE, FOUNDER AND CEO

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