



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.

IT PORTFOLIO MANAGEMENT

Analyze the entire enterprise to identify IT assets and capitalize on current investments for maximum results. Consultants are ITIL v3 Foundations Certified

PROGRAM & PROJECT MANAGEMENT

Proven experience in governance, alignment, management, planning, finances, integration, and improvement; on time and under budget. Consultants are PMP 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. Consultants CISSP and/or higher Certified.

RESEARCH & DEVELOPMENT/TRAINING & CONSULTATION

Provide innovative R&D technology 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)
Certified Virtualization Expert (CVE)
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):

- Provided PM support for planning, installing, and configuring of 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



Natalie Cunningham, BSBA
VP of Sales & Marketing
SofiaITC
(954) 547-2486 Mobile
natalie.cunningham@sofiaitc.com
www.sofiaitc.com

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





Thank You!

Visit us at: www.SofiaITC.com

