

Brickner, Kelly & Associates



Our Customer is our most treasured asset...

Our partners are our most valued allies...

***Supporting the Intelligence Community and Department of
Defense Missions...Integrating Team, Mission, and
Systems.***



Contents



- About BKA
- Skill Set
- Strategy & Attributes
- Mission Partners
- Why BKA?
 - One Team
 - Happy Partners
 - Open Ratings
- Corporate Structure
- Contact BKA

Our Mission:

Supporting the Intelligence Community and Department of Defense Missions... Integrating Team, Mission & Systems.





About BKA

Brickner, Kelly & Associates (BKA) is a small firm based in Stafford County, Virginia. BKA was founded by Michael Kelly and Barry Brickner in October 2005, but has been a vision for nearly two decades. Barry and Mike met in the fall of 1988 while supporting the intelligence community. Over the next 18 years the two would work together supporting a range of intelligence community customers at home and abroad. On January 24, 1997 they resigned from and Intelligence Community Agency, remaining in the environment continuing to support the same mission.

Over the last two decades Barry and Mike learned a great deal about customer service and support by working in many environments. Both have valuable “hands on” experience and the perspective necessary to truly understand their customers. *Given the founders of BKA have been “the customer,” it is clear that BKA brings a unique understanding of the customer to the cleared workplace.*



Brickner, Kelly & Associates

Skill Set

- Administrative Assistants
- All Source Analytical Support
- Analysis Multimedia Production Support
- Cleared Construction Facilities Consulting
- Close Support
- CPMP Training Instruction
- Database Administration
- Database Developers
- Facilities Operations and Maintenance
- Imagery Analysis
- InfoSEC Specialists
- Intel Analysts
- Intrusion Detection
- IT O&M Support Tiers 1,2, & 3
- Lotus Notes Database Administration & Development
- Network Engineering, LAN & WAN
- Metrics Collection and Analysis
- PC Forensics
- Project & Program Managers (*PMP Certified)
- Software Developers
- Systems Administrators
- System Architects
- System Engineers
- System Integrators
- Tools Developers & Testers
- UNIX System Administration
- Unmanned Aerial Vehicle Support
- 24x7 Watch Office Support
- Web Development



Brickner, Kelly & Associates

Strategy & Attributes



Strategy



- Support our customer's mission.
- Form long-term, mutually beneficial, relationships with customers and business partners.
- Attract and provide highly qualified and motivated candidates familiar with
 - the intelligence community mission.
- Offer competitive compensation plan to ensure employee retention.
- Grow business areas through proven performance.

Attributes

- Proven success supporting customer mission, business process, and project lifecycle.
- Experience serving as the Customer, and as prime and sub-contractor.
- 27 years Intelligence Community expertise and familiarity.

BKA Mission Partners

- **Lockheed Martin**
- **Northrop Grumman**
- **TASC**
- **Raytheon**
- **BAE**
- **BAH**
- **GSA**



Why Form a Relationship with BKA to Support Your Business and Customer's Mission?



Core Competencies

- **Intelligence and Target Analysis**
- **Computer-Human Forensic Analysis**
- **Contract Red Team Support**
- **Service Level Agreements**
- **Security Plans**
- **Project Management**
- **Multi-Agency Project Management Lifecycles**
- **Project Management Framework Experience**
- **Information Technology Integration Library (ITIL)**
- **Telecommunications Industry Standards Experience**
- **DoD JTIF Test Process**
- **Personnel Management**
- **Recruiting Hard to Staff Requirements**
- **Cleared Corporate Principles**
- **Facilities Construction Consulting**
- **GSA Certified**
- **SCIF Certifications Expected 2012**



One Team Philosophy...

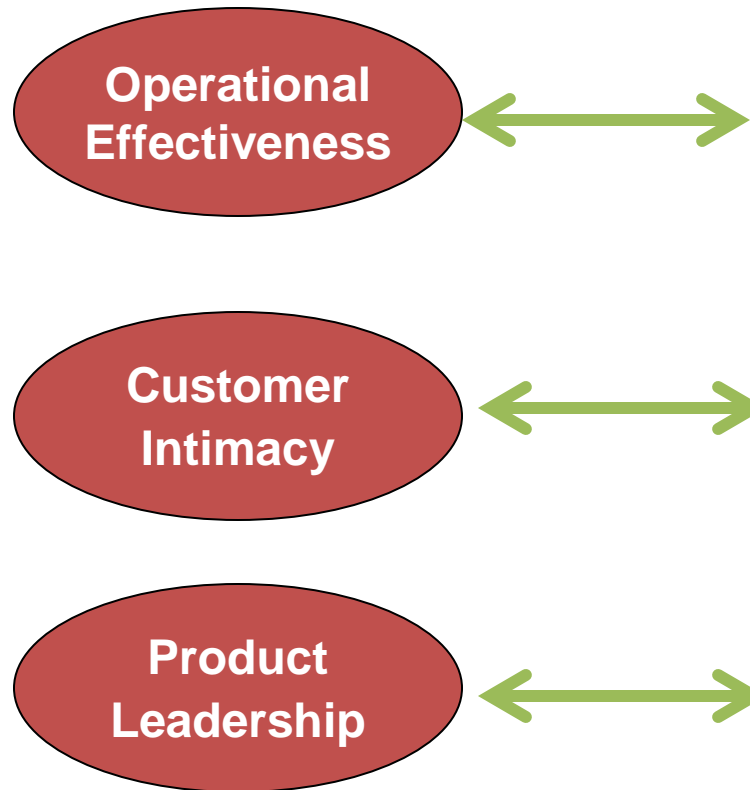
BKA Employees

BKA is able to recruit, hire and retain the most qualified individuals due in no small part to our exceptional practice of employee appreciation and care. Our turn-over rate is exceptionally low, and our prime partner and government customer satisfaction rate is among the highest in the industry. Further, BKA staff understands the differences in contract partners and their government customers and are able to balance those relationships.

BKA provides \$5,000 annually for a combined employee tuition and training budget. Our personnel are among the best and brightest in their field of expertise due to our attention to training and education.



Why those we partner with continue to ask BKA to join their procurement and contract efforts!



BKA Adds Mission Value...

- Low Overhead = Lower Rates
 - GSA Certified July 2008
 - Active GSA contract thru July 2013
 - High expertise in chosen areas of focus
 - Focus on cost, efficiency/volume
-
- Strong customer focus: “Our Customer is our most treasured asset. Our partners are our most valued allies.”
 - Relationship driven: We are committed to serving our primes and customers as effectively and efficiently as possible.
-
- Search for new products/new markets/new techniques to assist our primes and the customer in supporting its mission and goals.

Our Open Ratings Report Spells Customer Satisfaction!

Open Ratings Report:

- Reliability = 97%**
- Cost = 96%**
- Order Accuracy = 94%**
- Delivery/Timeliness = 97%**
- Quality = 93%**
- Business Relations = 96%**
- Personnel = 98%**
- Customer Support = 97%**
- Responsiveness = 97%**



Organizational Structure

Michael J. Kelly

President

540.840.2476

Barry F. Brickner

CEO

540.287.2690



Brenda R. Henry

Human Resources &
Recruiting

540.785.0123

BKA Workforce



Brickner, Kelly & Associates



Contact Information

Email

mike.kelly@brickner-kelly.com
barry.brickner@brickner-kelly.com
brenda.henry@brickner-kelly.com

Phone

Office - 540-785-0123
Mike cell - 540-840-2476
Barry cell - 540-287-2690
Brenda cell - 540-850-6544

FAX

540-301-0232

Corporate Mailing Address

Brickner, Kelly & Associates
3703 Latimers Knoll Court
Fredericksburg, VA 22408



QUESTIONS ?



***Our Mission:**
Supporting the Intelligence Community and Department of Defense Missions...
Integrating Team, Mission & Systems.*

