

CAPABILITY STATEMENT

The Obscursion Group, LLC, is a business and management consultancy whose mission is to provide organizations with measurable, sustainable, and tangible business results. We specialize in providing the advisory services organizations need to achieve their strategic performance objectives. We accomplish this by first gathering data and subsequently exploring, measuring, and shaping issues which impact performance. Our analysis-driven recommendations steer our clients' organizations towards higher performance, increased stakeholder satisfaction, and achieved objectives.

Organizations seek strategic partners that possess the skills and expertise to advance their goals and mission. Strategic partners must possess proven management expertise to drive the scope of mission requirements in a way that will be effective, efficient, and predictable for the array of internal and external stakeholders. Partners must be able to liaise among stakeholders, impacted communities, and subject matter experts to resolve issues, set priorities, and communicate while developing strong relationships. This represents Obscursion's core competency.

Our belief is that business strategy is best enabled through the meaningful alignment of strategy, organization, business process, and technology. Organizations require coherent solutions and recommendations that have long-term impact. Obscursion works in partnership clients to identify and seize opportunities to enhance efficiency, streamline operations, and improve performance. The collective capabilities of our team coupled with our ability to work with all levels of organizational execution enable us to transform a strategic vision into reality for our clients. The Obscursion Group provides mission support through an array of business services; bringing innovative thinking, strong facilitation skills, proven strategic frameworks, and implementation capabilities to our clients.

- **SBA 8(a) Certified Small Disadvantaged Business**
- **Top Secret Security Clearance**
- **NMSDC Certified Minority Business Enterprise (MBE)**
- **Delaware State Certified MBE**
- **Montgomery County Minority, Female & Disabled Owned Business Program (MFD)**
- **Professional Services Schedule Pending**

CLIENTS SUPPORTED

U.S. Coast Guard – Dept. of Homeland Security (DHS)
Federal Emergency Management Agency (FEMA) - DHS
U.S. General Services Administration (GSA)

District of Columbia Government
U.S. Department of the Navy
International Code Council (ICC)

SERVICES

- Program Review & Development
- Program/Project Management
- Strategic Planning
- Performance Management
- Program Planning, Budgeting & Execution
- Acquisition Support
- Strategic Advisory & Assistance
- IT Strategy & Governance
- Portfolio Management/Analysis
- Business Process Re-Engineering
- Data Analytics and Modeling
- Special Studies & Analyses

DUNS Number: 01-4223233

NAICS Codes: 541512, 541611,
541612, 541613, 541614, 541618,
541690, 541990, 541330

SIC Codes: 8741, 8742, 8748

PSC Codes: R407, R408, R409

Cage Code: 5SCT5

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Corporate Engagement Experience

Program Management, Strategic Planning, Operational Improvement



- Facilitated Office of National Capital Region Coordination (ONCRC) with establishing an Executive Steering Committee for the Joint Federal Committee (JFC). The JFC, an interagency steering group of executive stakeholders, has responsibility for addressing issues associated within national preparedness efforts within the National Capital Region.

IT Strategy & Governance, Program Management, Operational Improvement & Cost Reduction

- Conducted an Operations and Cost Baseline assessment for the US Coast Guard Operations Systems Center (OSC) evaluating Architecture, Technology Management, Business Processes, performance gaps, and opportunities for improvement.
- Assisted with the major systems acquisition of a Congressionally-mandated biometric capability for protecting the homeland. Facilitated working sessions through Integrated Product Teams (IPT) that captured the interest and requirements across multiple organizations within the Coast Guard.
- Developed documents in support of the DHS's systems engineering development lifecycle (SDLC) including preliminary cost analysis and requirements definition.



Program Management, Financial Management, Audit & Reporting, Business Process Re-engineering

- Provided program management and reporting services to assist GSA in meeting goals and requirements of transparency and accountability when carrying out the economic stimulus package under the American Recovery and Reinvestment Act (ARRA).
- Supported the collection, organization, analysis, and synthesis of Recovery Act Reporting Orders, mandates and policies from federal agencies and governing/oversight bodies.
- Identified a redesigned vision for the acquisition planning function across divisions of GSA. Conducted an inventory of acquisition planning activities by business line and identified variances in the process across the enterprise. Developed a "To-Be" vision that transformed acquisition planning into an enterprise-wide business function.



Financial Management, Data Analysis and Modeling, Operational Improvement, Data Analysis, Performance Management

- Led economic analysis of the Special and Incentive Pay Portfolio, the Navy's most visible selective re-enlistment bonus (SRB) program. Conducted financial analysis of program under various economic scenarios by applying advanced modeling and simulation techniques (Monte Carlo, Regression) to derive a multiple scenario forecast of future results.
- Revised incentives allowed the Navy to achieve their retention goals for the most critical skills and hardest to retain while increasing the efficiency of the program delivering 35% savings against the \$1.5B budget of the incentives program.
- Conducted study of Inspector General (IG) functions across 13 Navy regions for comparative analysis of human resource performance, metrics, and output. Analyzed performance gaps and identified productivity benchmarks for normalized management of IG activities across regions.



Market Analysis, Business Strategy

- Assessed market feasibility for new process automation application, identifying \$3B market opportunity. Developed entry strategy for market penetration.
- Identified market opportunities across customer segments and quantified business case for path forward.