Our Mission With A Social Cause

To provide easy access to reliable, accurate information - in real time to level the playing field

Headquarters

One Research Court
Suite 450, Rockville, MD 20850

Federal Business Intelligence as it should be

Knowing "when, what, and where the federal government is spending, together with who is winning that business, and how much the opportunities you care about are worth, empowers YOU to compete fairly and get an honest chance to WIN a share of federal business you are entitled to!

FEDMINE Analytical Perspectives | FEDERAL Agency Analytics

Super*Search*™   FedSmart™   Federal Goaling*View*™   Pipeline*Visor*™   Not a Fedster?

WHAT   2

What We Do

WE ARE THE LARGEST AGGREGATOR - of federal spending data sets

Our online platform analyzes and simplifies the increasingly complex federal business landscape in real time, providing you the visibility you need into your addressable market of business opportunities. With Fedmine, you are able to:

Monitor federal spending by industry, geography or socioeconomic status

Conduct fast Super Searches, create custom keyword alerts, discover subcontractors at the task order level, with complete comprehension of what matters most

- Receive daily alerts based on awarded contracts within your addressable market
- Build a pipeline with addressable re-compete and newly forecasted solicitations
- Dissect competition, quickly view agency markets, drill down to key contacts and download information for marketing needs
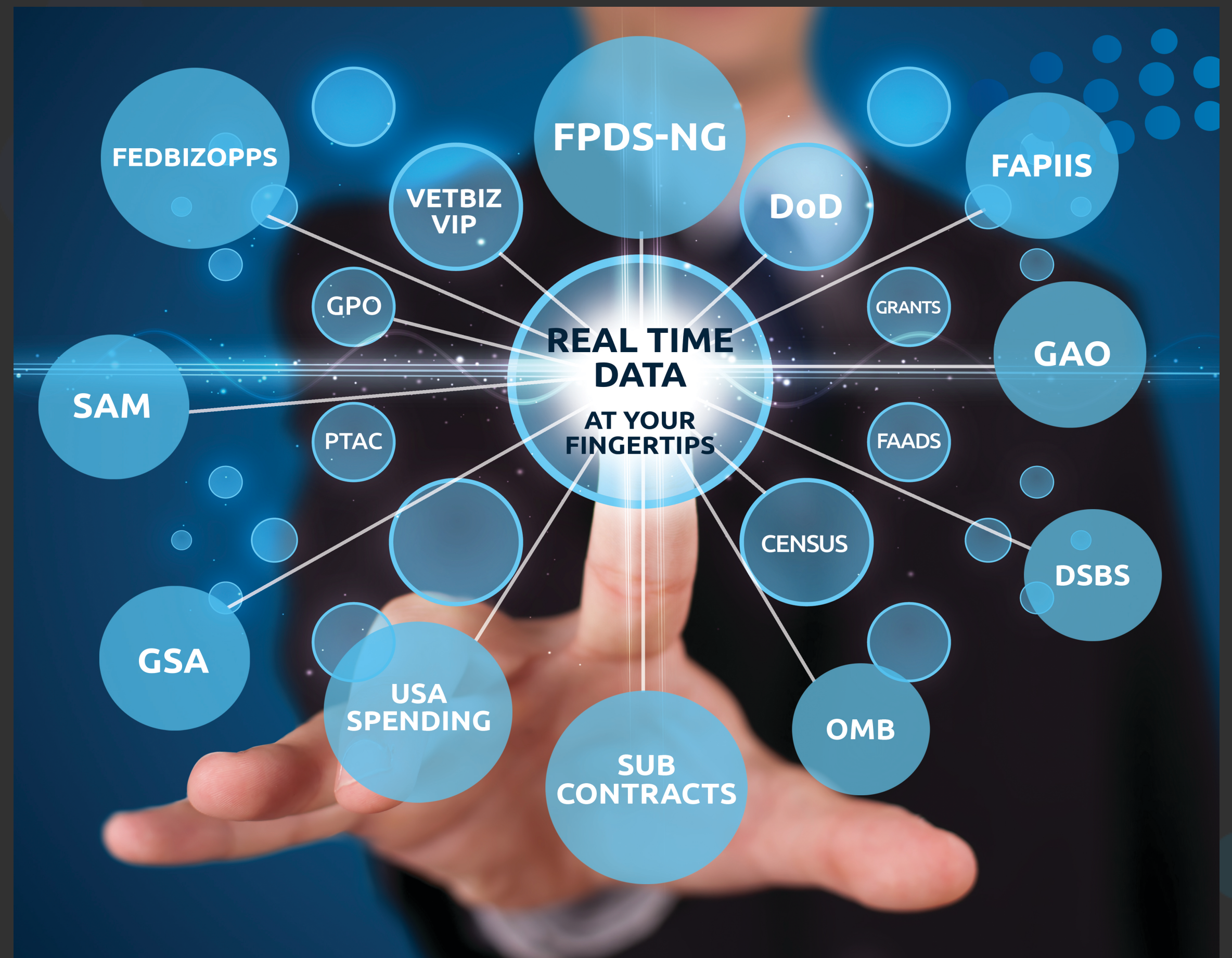
WHAT

3

Integrated Data Unifies Information

ONE SINGLE PORTAL FOR THE AVID BUSINESS DEVELOPMENT PROFESSIONAL - there is everything there for you
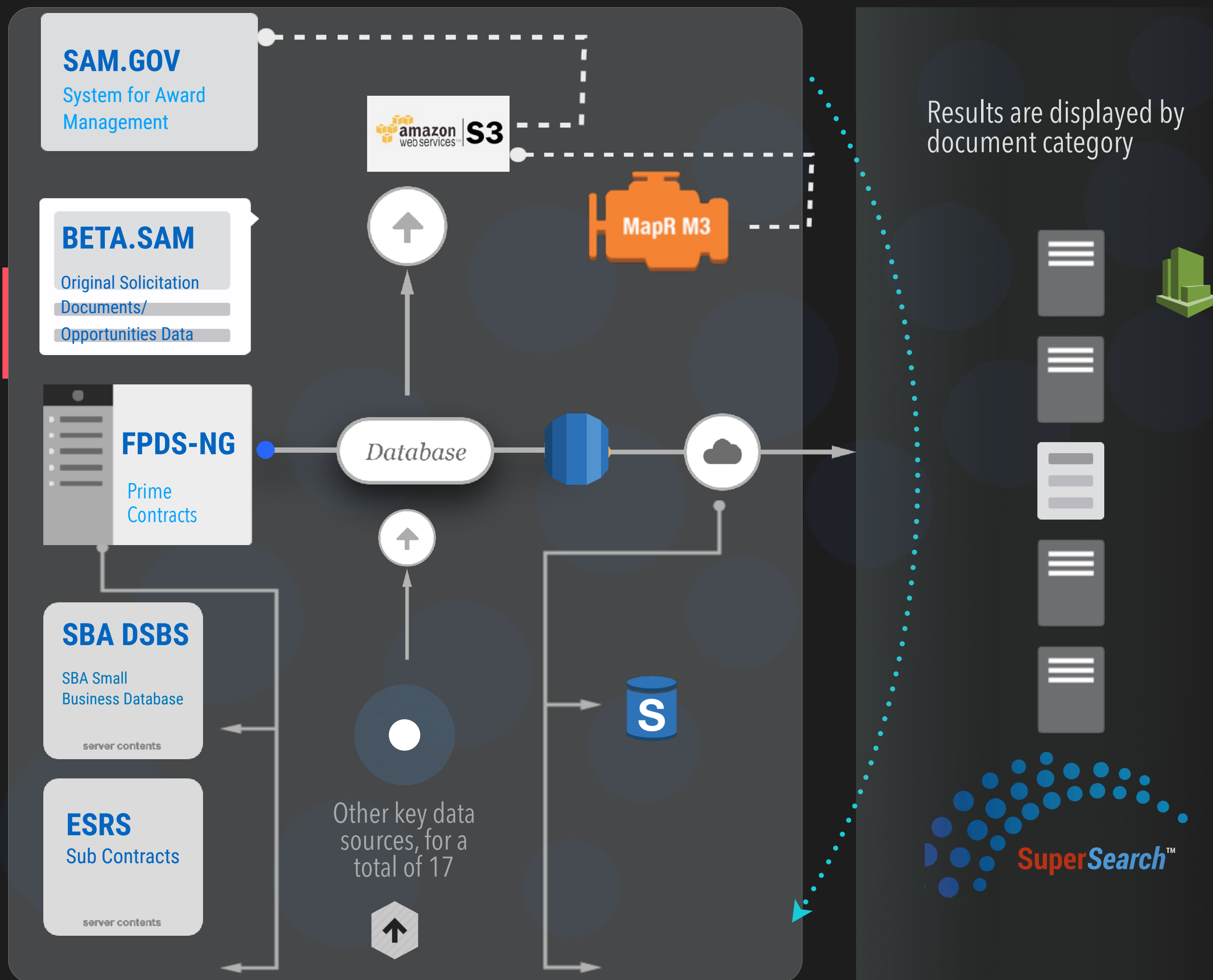
Fedmine maximizes relevancy of data within agency dashboards for senior procurement officials and HCAs, with the level of detail required to make smart business decisions. We provide functional dashboards for mid level management, all the way up to executive information dashboards at the secretary level

Fedmine delivers **high** performance **solutions** ON **TIME** and **BELOW** BUDGET

FEDBIZOPPS
VETBIZ VIP
FPDS-NG
DoD
FAPIIS
GPO
GRANTS
REAL TIME DATA AT YOUR FINGERTIPS
GAO
SAM
PTAC
FAADS
CENSUS
DSBS
GSA
USA SPENDING
SUB CONTRACTS
OMB

FEDMINE Analytical Perspectives | **FEDERAL** Agency Analytics

Super*Search*™   FedSmart™   Federal Goaling*View*™   Pipeline*Visor*™   Not a Fedster?

4

Anatomy of Super*Search*™

LAYING THE INFRASTRUCTURE FOR ENABLING A HIGHLY SOPHISTICATED SEARCH SOLUTION WITHIN YOUR APPLICATION

SAM.GOV
System for Award Management

BETA.SAM
Original Solicitation Documents/ Opportunities Data

FPDS-NG
Prime Contracts

Database

SBA DSBS
SBA Small Business Database
server contents

ESRS
Sub Contracts
server contents

Other key data sources, for a total of 17

MapR M3

amazon web services **S3**

Results are displayed by document category

Super*Search*™

Fedmine Search just got easier -

Understanding how federal spending comes together is just the first part. But unearthing hidden information from disparate data sources is where the fine details reside.

SuperSearch™™ answers this need for many federal agencies, as it converges 17 data sources into a single point.

Studies point to human capability for reading and understanding is running at an all time low due to the exponential increase in the amount of information we must process on a daily basis.
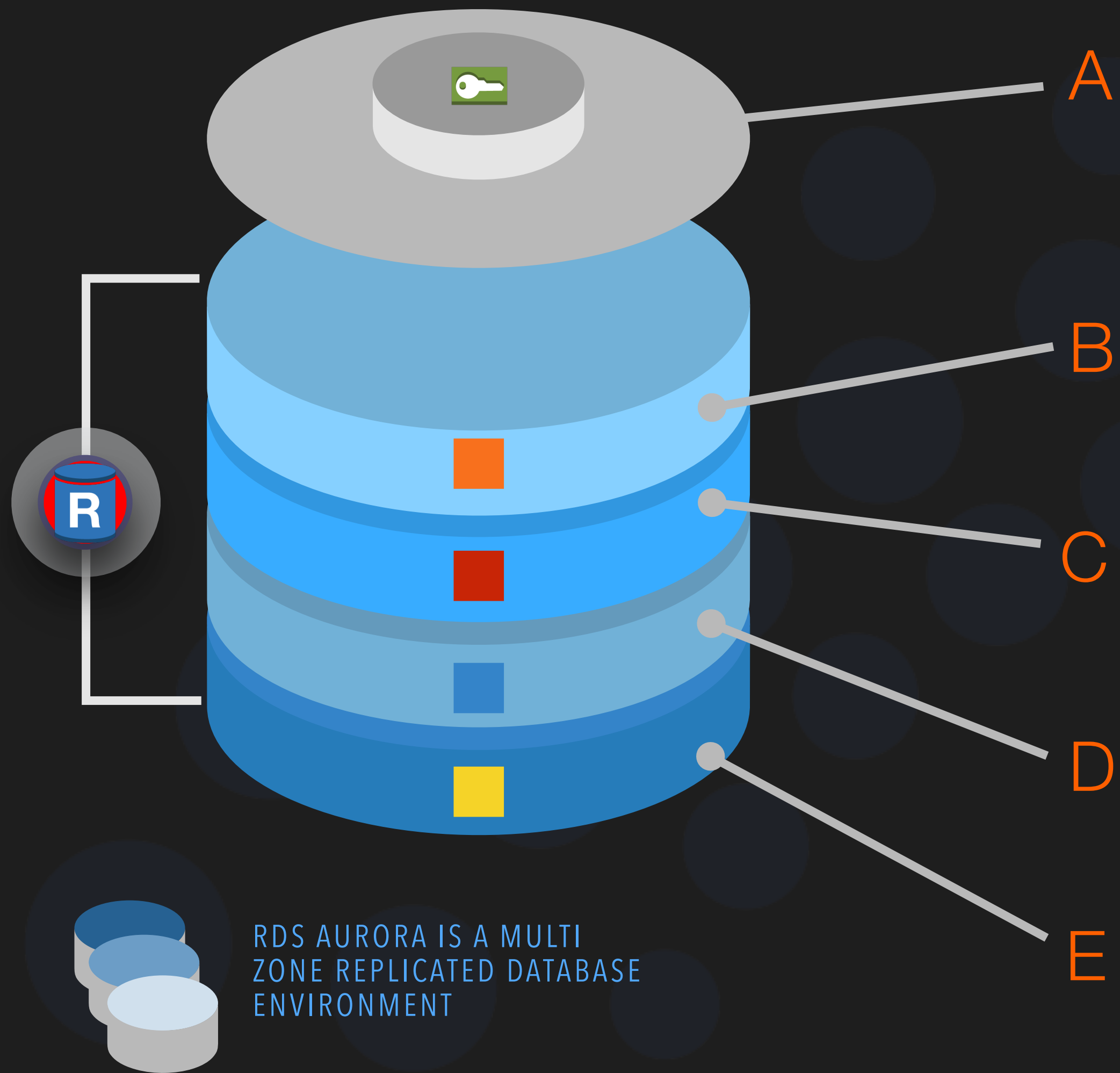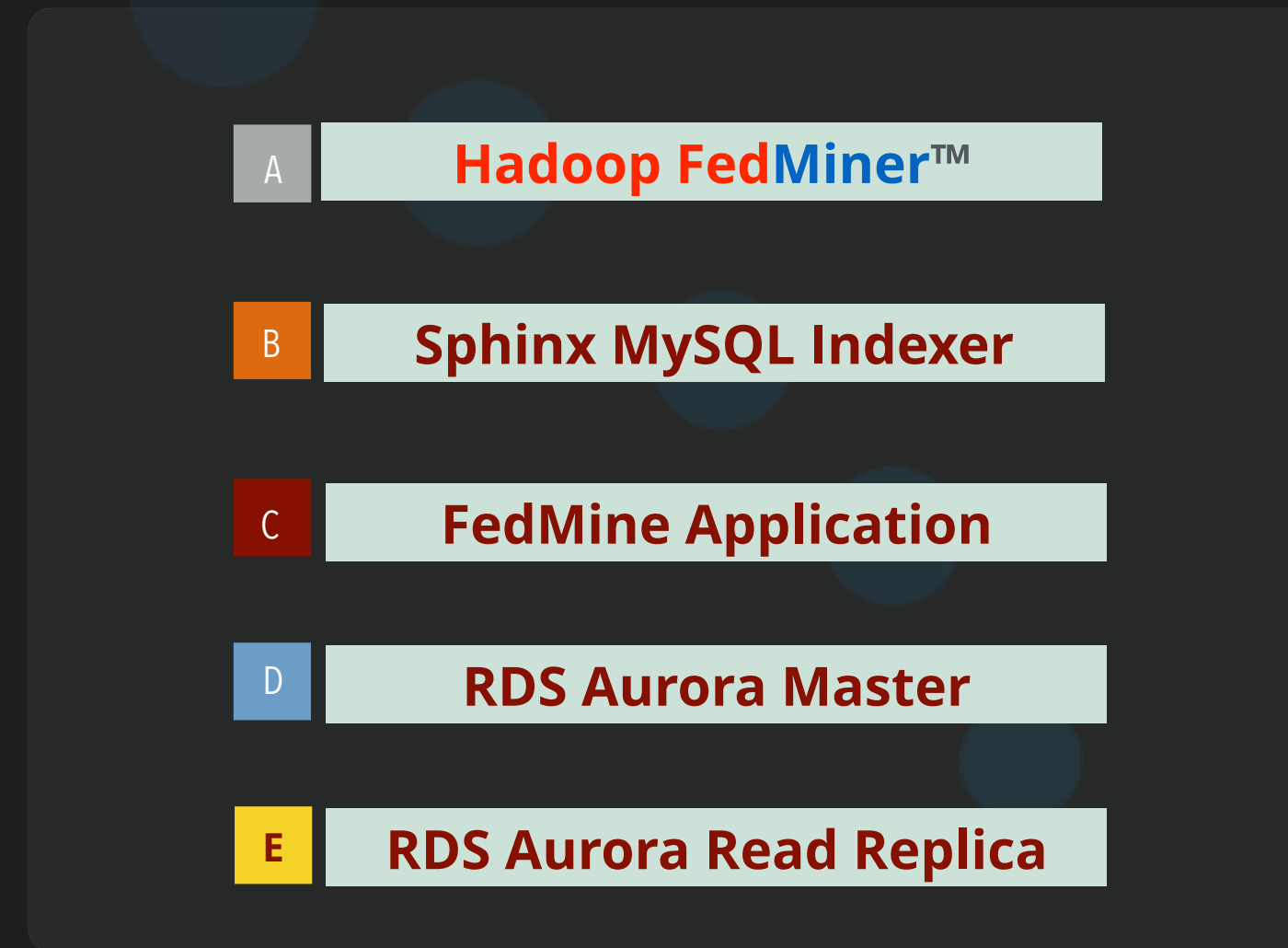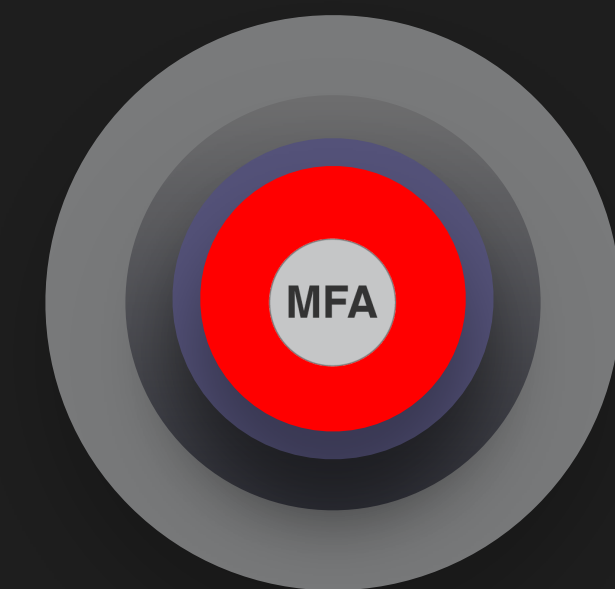
FEDERAL BUSINESS INTELLIGENCE PLATFORM

OUR SOLUTION

Super*Search*™

Provides the shortest path to the most accurate business information in the federal sector for business development
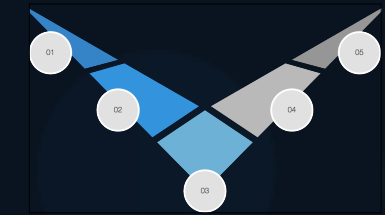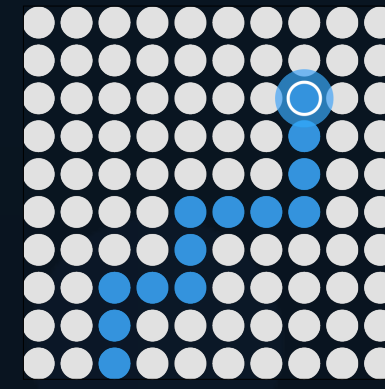
SUPER SEARCH™

….is the latest super fast search engine to search anything related to federal business opportunities and contract awards. It searches concurrently from multiple federal databases, returning up to 4,000 results in less than 3 seconds.

2021
2017
2016
2015
2014
2013
2012
2011
2010
2009
2008

S SO WHAT IS SUPER SEARCH?

It is a lot like Google, performing quick searches on large datasets aggregate daily from 16 distinct data sources, some in real-time. The search returns thousands of results in seconds.

U UNDERSTAND SOURCES SEARCHED

Each data source is strictly from the federal government only. Some of these require authenticated login credentials to pull data for public consumption.

FEDMINE FedCircle™

P PERTINENT DATA SETS

The FPDS-NG provides all contract transactions and awards made on public contracts.

E ENHANCED INFORMATION

Documented instructions on how to obtain results for a variety of searches across the range of topics all prime contractors and agencies seek more of
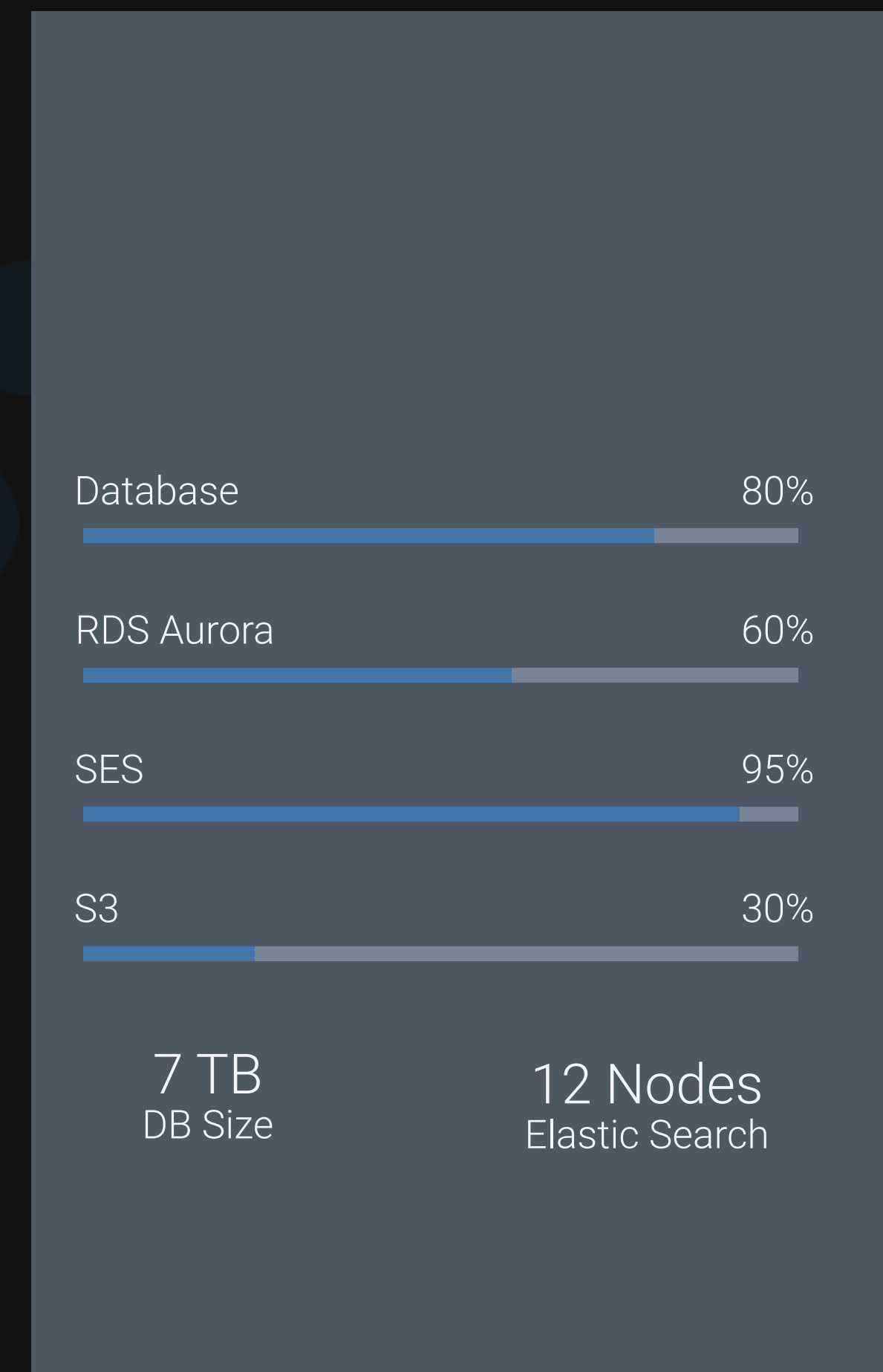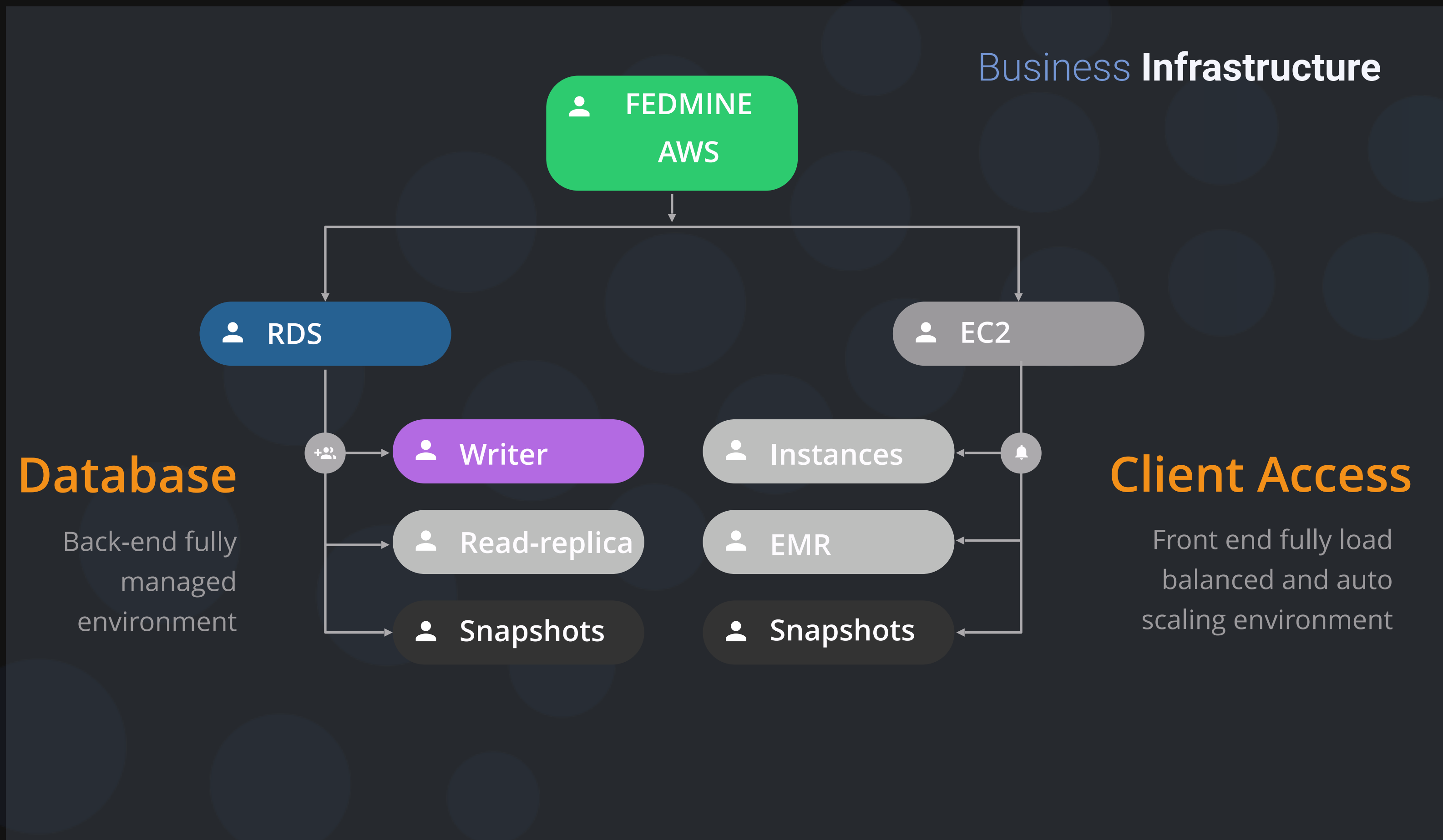
R RARE INSIGHTS

The completeness of our information eliminates the need for our clients to search through other databases and websites, increasing productivity

FEDMINE.US™
Big Data Simplified Real Time

Cloud Computing Investments

AWS HOSTING - Server Infrastructure

A quick overview of our technical infrastructure in the cloud

Business **Infrastructure**

FEDMINE
AWS

RDS   EC2

Database   Writer   Instances   **Client Access**

Back-end fully   Read-replica   EMR   Front end fully load
managed   balanced and auto
environment   Snapshots   Snapshots   scaling environment

Database   80%

RDS Aurora   60%

SES   95%

S3   30%

7 TB   12 Nodes
DB Size   Elastic Search

Cloud Computing Investments

AWS HOSTING - Serverless Computing & Streamlined Data Ingestion

Like an *underground metro the* **paths of various** Federal Spending Data Ingestion streams before final Integration

Legend:
- Rules Engine
- Consolidation Points
- Key Integration Points
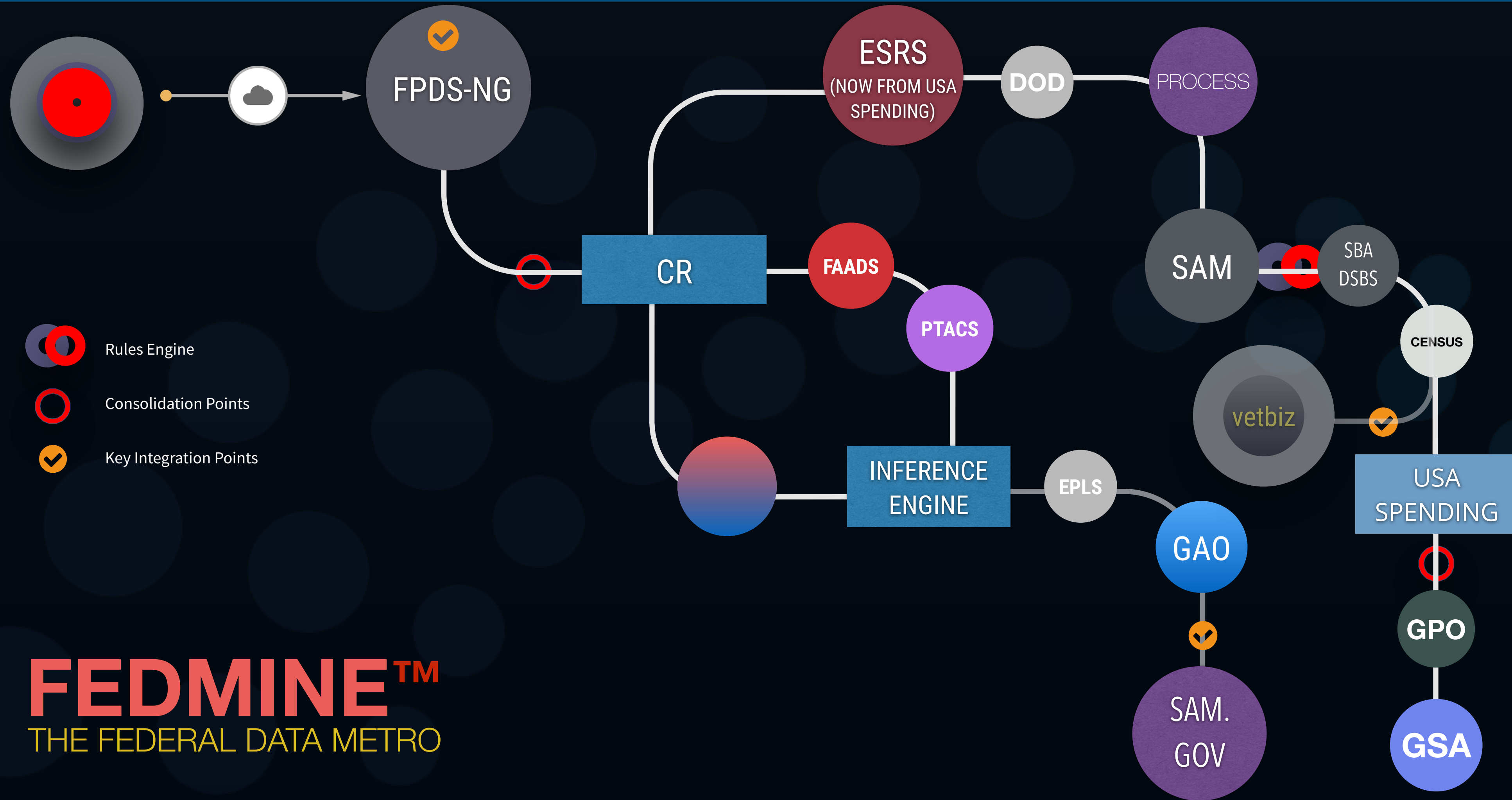
FEDMINE™
THE FEDERAL DATA METRO

Why Do Federal Market Research

FEDERAL BUSINESS DEVELOPMENT - Competitive Intelligence

TRACKING HISTORIC AGENCY SPENDING PROVIDES AN EASY MEANS FOR ANALYZING EACH PARTICULAR AGENCY COMPONENT

Timely market research significantly improves the bottom line.

The most powerful search in the federal sector for finding contract opportunities is now more affordable than ever!!

Our web portal is the only single, comprehensive source of real-time federal business information that is powered by a results-oriented application suite.

It delivers unprecedented value for business decision making relating to federal contracts. Now SuperSearch™ extends this unique functionality with mind boggling results

Why Do Customer Analysis?

FEDERAL BUSINESS DEVELOPMENT - Requires a broad array of information often termed as 'Intelligence'

- Real-time visibility into daily buying activity

- Drill into actual transaction, connected to RFPs and subcontractors

- Access to data on firms getting awards by contracting office in each NAICS/PSC category

- Ability to track small business goaling accomplishments by contracting office

- Determine acquisition strategies by comparing similar buys by other offices/agencies

- Target outreach efforts by industry and geographic areas

- Track awards by congressional district, state, county and other geographic elements

- Create agency specific reports

- See the Top IDIQ/GSA schedules used within your agency

- View spending by GSA's categories, within your agency as small business and other than small business

- Access FBO documents

- View subcontractor spending by agency, bureau and contracting office

Super*Search™*

Because it uses a strictly mathematical approach, it is inherently better than SQL search when it comes to searching 'concepts' or language. Can group documents based on their *conceptual similarity* to each other

This tool can in a very simple way parse, extract, index, store all at the same time. Number depicts efficiency

94%
Efficiency

Innovating a federal business intelligence tool

AWS HOSTING - Serverless Computing & Streamlined Data Ingestion

■ Tracking federal spending in real-time provides the most powerful mechanism for contractors to monitor the ever changing federal budget and procurement processes. Comparative years of spending data with drill down provides capture teams with unprecedented speed to conduct quick competitive analysis at each agency.

■ The power you get at your finger tips, literally allows you to one-click your way into all the data you need, without ever having the need to ask someone else in your organization to do it for you. You regain control of your job and instantly provide value to your organization.

Fedmine users now have the option to **request direct access** to text contained in all solicitations that have attachments that accompany any synopses related to business opportunities released on beta.SAM.gov.

This is a tricky process, parsing heterogenous document formats, for example; xlsx, docx, txt, pptx, pdf, html amongst others. Extract content, optimize it on the fly, before insertion into our database takes a lot of resources

process and analyze by the FEDMINE application. This process is well known as **ETL**, or extract, transform and load.

Federal Business **PipelineVisor**™

SuperSearch™

FEDMINE Analytical Perspectives | FEDERAL Agency Analytics   SuperSearch™   FedSmart™   Federal GoalingView™   PipelineVisor™   Not a Fedster?

12

Cloud Computing Investments

AWS HOSTING - Serverless Computing & Streamlined Data Ingestion

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The Year is 2020, it is December

Federal BizDev

Federal market research is a time consuming task. Whether you want to seek out experienced small businesses or gain a better understanding of an agency or your competition within,
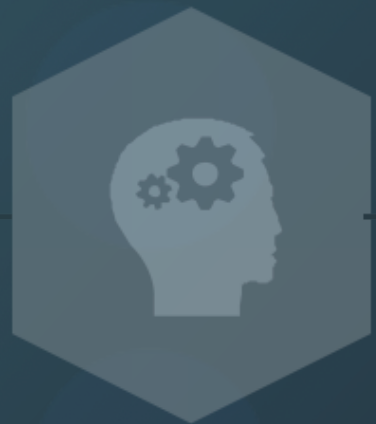
There is not a better time than now in early 2018 for all contractors to see a new way of doing business with the federal government.

A PROVEN FEDERAL SOLUTION FOR OVER 10 YEARS
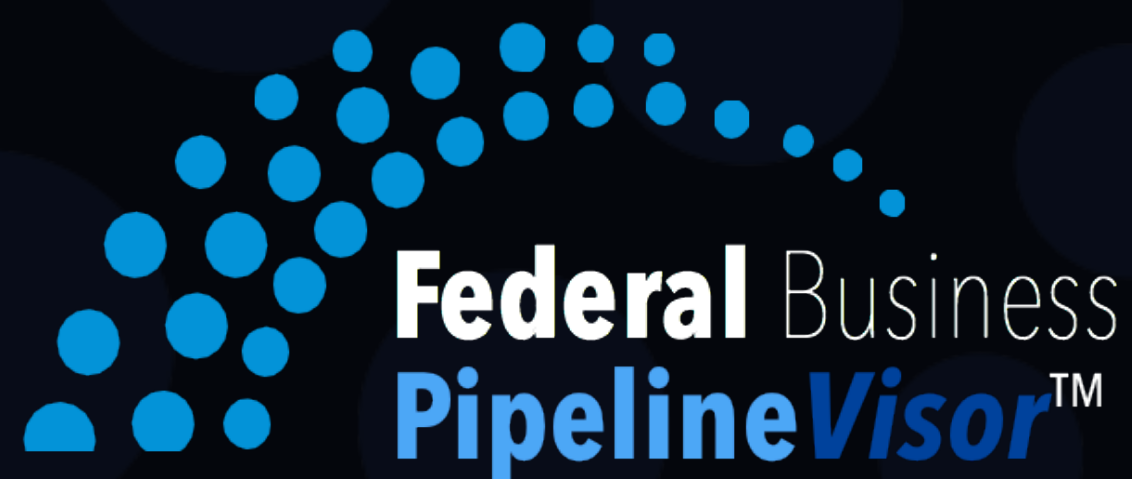
Federal Business PipelineVisor™

SuperSearch™

Cloud Computing Investments
AWS HOSTING - Serverless Computing & Streamlined Data Ingestion

A business that supports the entire federal sector

What We Do

Federal Data Aggregation

FEDMINE contains a very robust federal business opportunities repository containing documents that date back to 2002. It is powered by a very powerful search capability that provides a user the ability to search the synopsis text of any RFP released during that period.

Who We Are

Federal Spending Data Experts

The Only Real-Time Federal Competitive, Opportunities, Market and Agency & Business Intelligence database in the federal market, with the largest library of over 1 Million reports updated daily
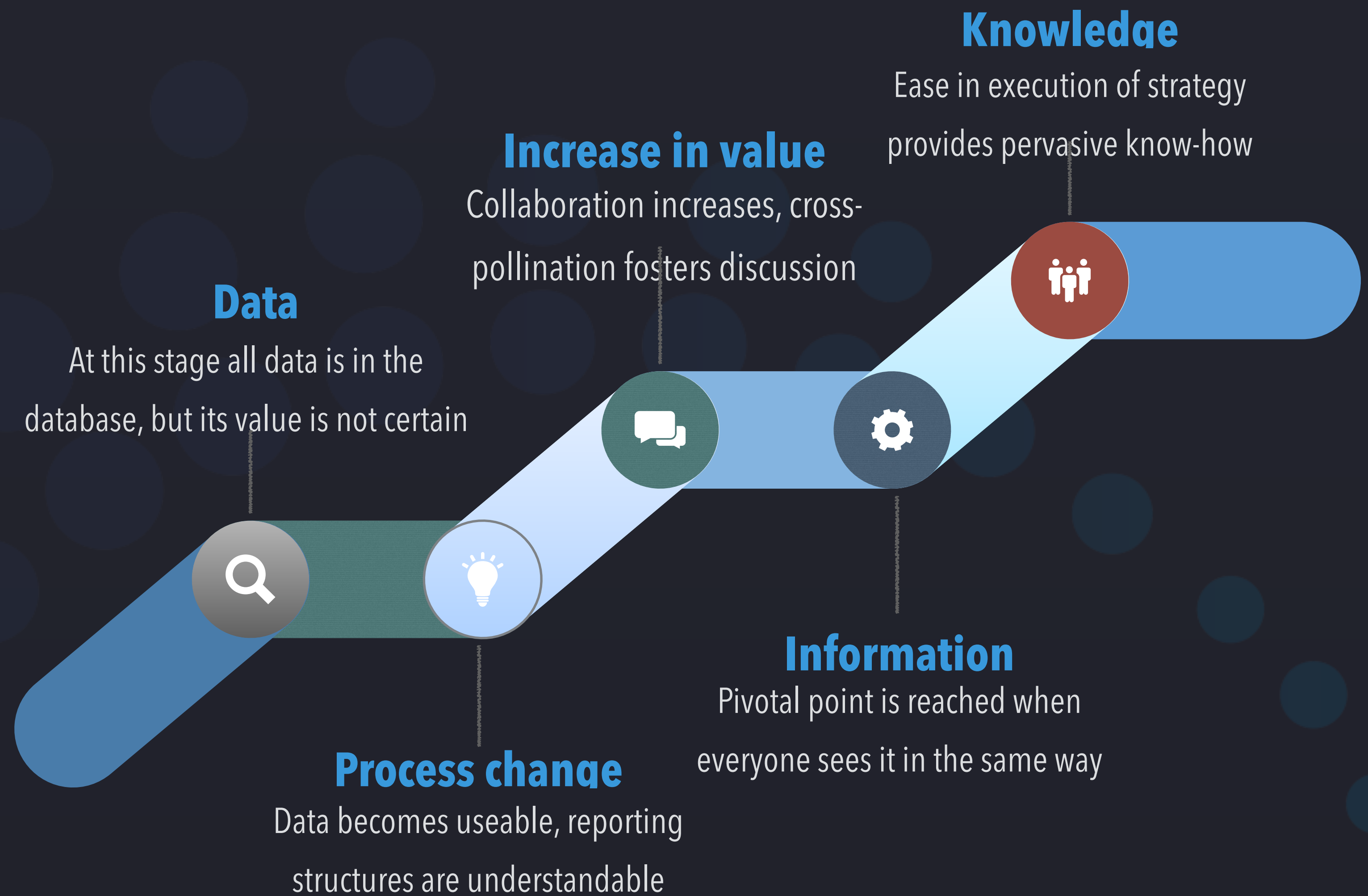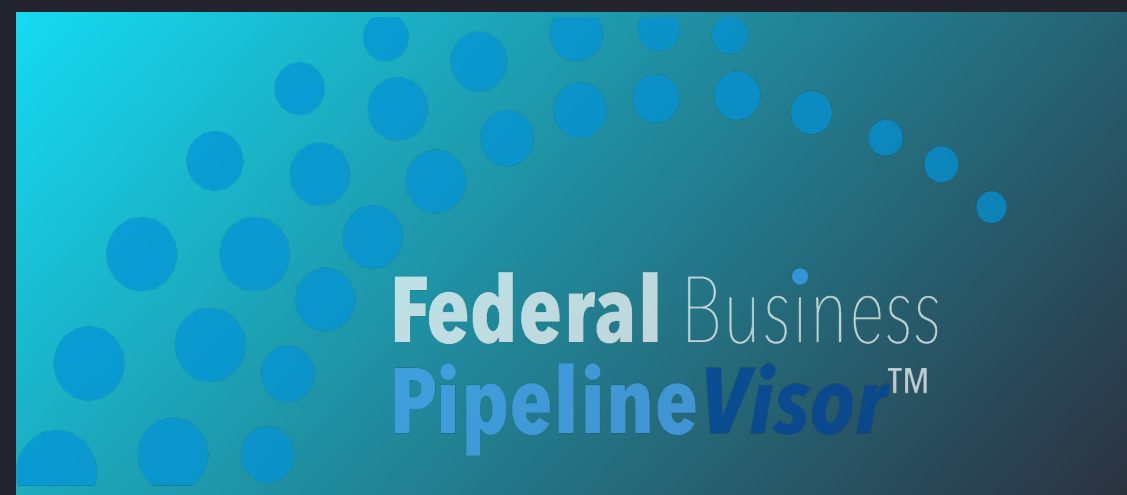
Company Strategy

Methodology

Today, all organizations expect the level of information to be pre-groomed and immediately useful to their needs. We want to be the market leader in this category since we pioneered it!

Creating Value from Data

DATA ALONE IS INSUFFICIENT - Your provider must know how to increase its value turning it into information leading to knowledge

Federal Business PipelineVisor™

Big Data Simplified. Real Time.

FEDMINE.US™

Knowledge
Ease in execution of strategy

provides pervasive know-how

Increase in value
Collaboration increases, cross-

pollination fosters discussion

Data
At this stage all data is in the

database, but its value is not certain

Information
Pivotal point is reached when

everyone sees it in the same way

Process change
Data becomes useable, reporting

structures are understandable

Federal Business Processes

A WORD ON DATA AND WHAT IT MEANS - to various differing audiences

DATA DATA EVERYWHERE

With a wealth of data available, knowing where to start analyzing it all can be difficult. When starting anything, a quick, top-level assessment of the available data can be useful while insights come from digging deeper. Drilling down!

SHADES OF DATA

How you see data matters. Data is interpreted in many ways.... not just by you...but by others individually, and then collectively. Despite your familiarity with what you know, if you are not getting reliable data, you may already be at a disadvantage.

UNDERSTANDING DATA

"It is a capital mistake to theorize before one has data. Insensibly one begins to twist facts to suit theories, instead of theories to suit facts." Arthur Conan Doyle, Sherlock Holmes.

VALUE CREATION

Cutting edge technology makes a wide variety of reports available, especially those that are not possible to create manually. Data aggregation can bring better information in a more timely manner for all constituent audiences.

Federal Business Development

COMMON ISSUES FOR CONTRACTORS - Same challenges as many years ago

PRIME CONTRACTOR FEDCIRCLE™

The following is a small sampling of some of the drill down clients can perform with a few clicks:

- Monitor Federal Spending at all agencies with the ability to drill down horizontally and vertically

- Track competition, single out potential partners for Task Order, GWAC, and Omni-Bus expiring contracts

- Receive our timely aerts on upcoming & expiring opportunities /contracts based on your custom saved criteria

- View granularity in spending data all the way from the Agency level, down to Bureaus, and to all Contracting Offices

- Top management and the newly inducted can all can see the same information exactly as everyone else in the organization, reducing confusion when different teams research different sources, at different times
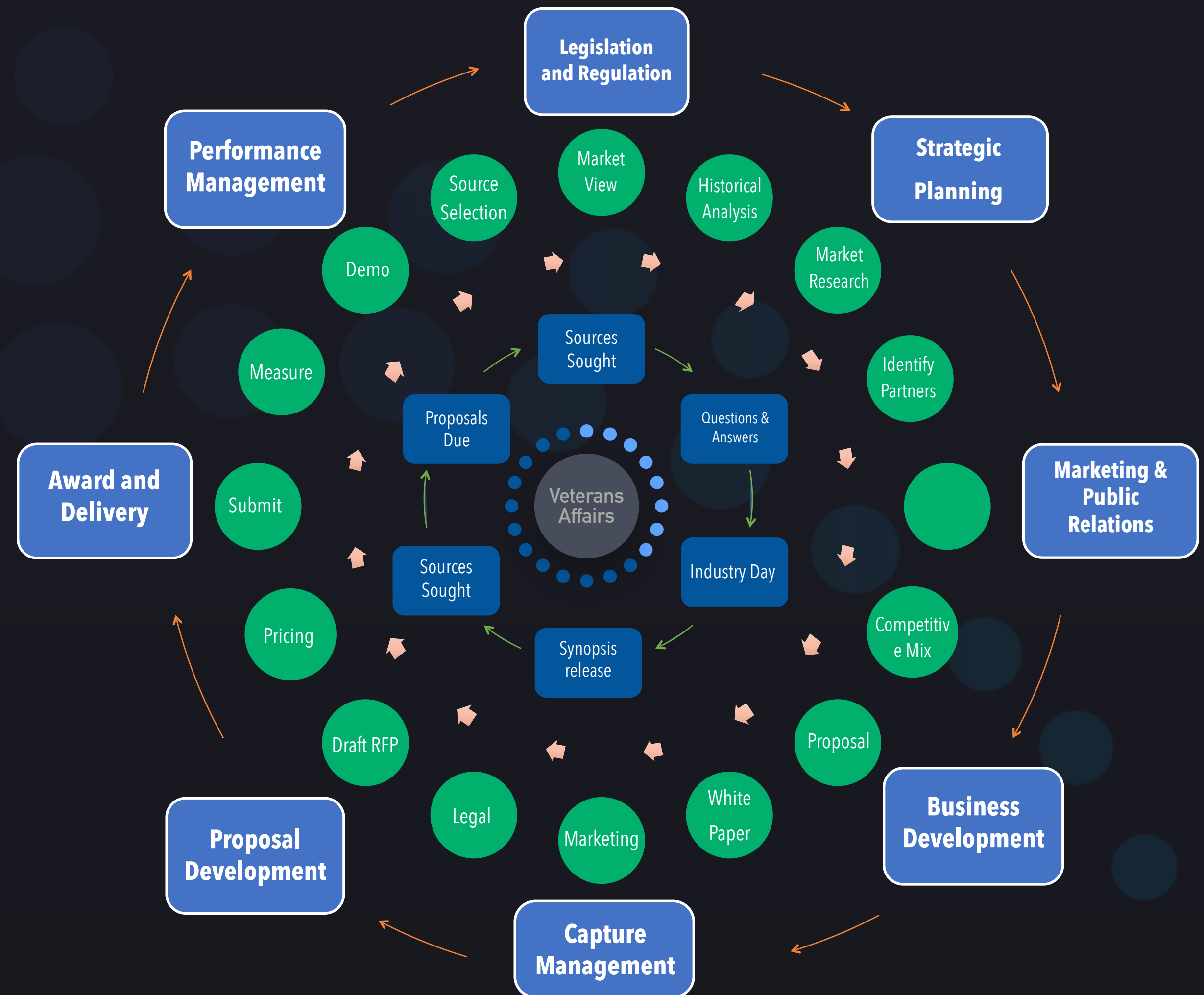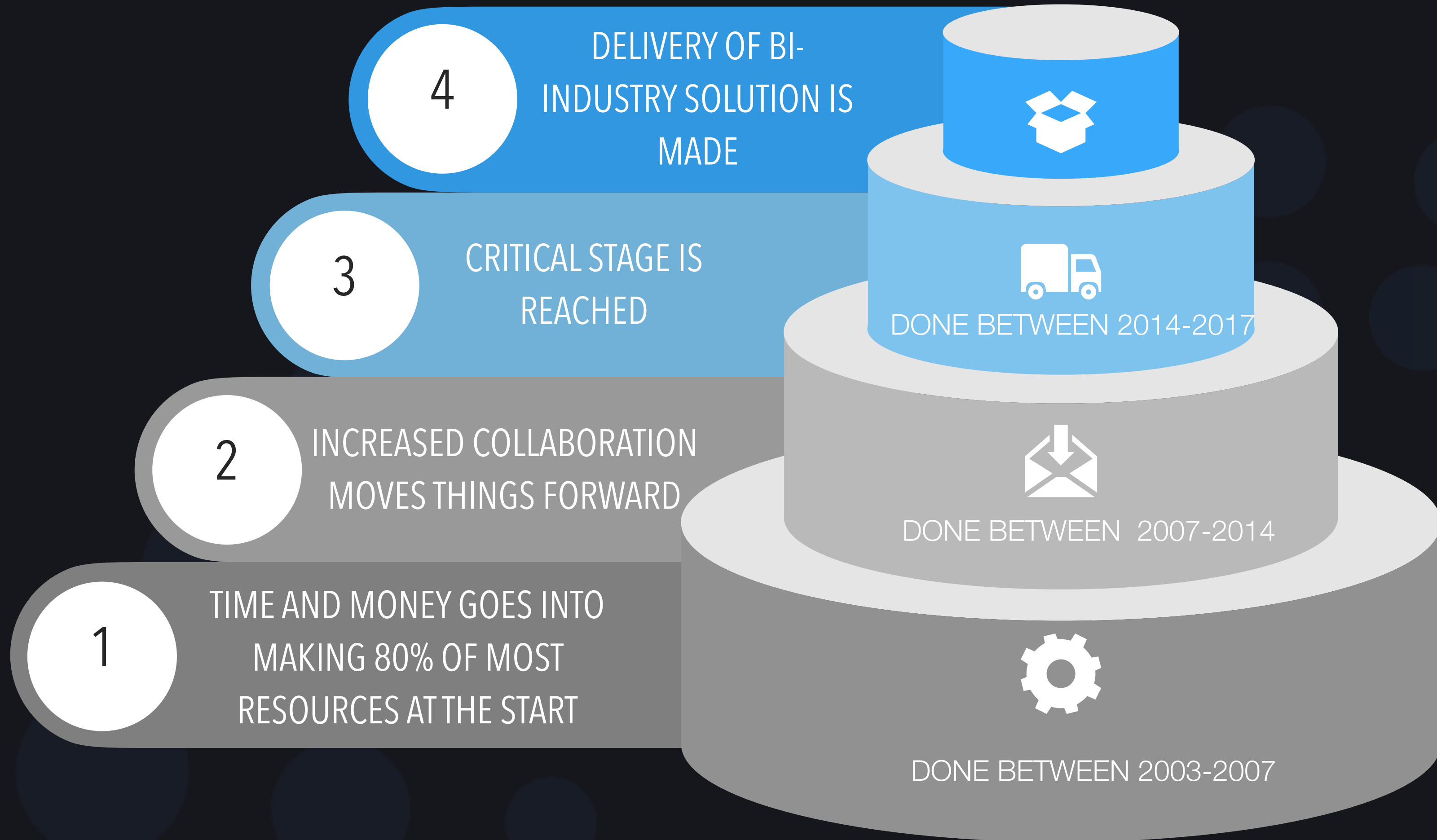
Developing a Quality Data Platform

SINCE 2007 - We Have Defined Standards for addressing Integrated Federal Spending Data sets

Founder & CEO **Ashok Mehan** bootstrapped **FedMine solo for 4 years with no revenue from 2003 - May 2007**

4 — DELIVERY OF BI-INDUSTRY SOLUTION IS MADE

3 — CRITICAL STAGE IS REACHED

DONE BETWEEN 2014-2017

2 — INCREASED COLLABORATION MOVES THINGS FORWARD

DONE BETWEEN 2007-2014

1 — TIME AND MONEY GOES INTO MAKING 80% OF MOST RESOURCES AT THE START

DONE BETWEEN 2003-2007

Performance Management

Legislation and Regulation

Strategic Planning

Influence Hill   Shape Legislation   Influence Budget

Shape Opportunity   Segment Market

Measure   Sources Sought / RFI   Draft RFP   Message

Proposals Due

Award and Delivery   A FEDMINE GRAPHIC   Shape   Marketing

Submit   RFP Release   Industry Day   Gather Intelligence

Finalize   Synopsis release

Validate   Influence Funding

Proposal Development   Assess   Pursuit   Influence Contracting   Business Development

Capture Management

18

Building Reputation

A TRACK RECORD - Means to build confidence in what we do, and have to offer

Validation of SuperSearch™

Service

Recommend Value

Street Talk: POSITIVE

History with Federal GoalingView™

Reputation

Respect

Reliability

CONTRACTING

Firms with decades of experience in the federal sector are experts at identifying outlandish business opportunities.

AUTOMATED RESEARCH

Strong built-in ontological vocabularies exclusive to the federal domain provide contextual recursive search capability within search results to narrow delivery of highly accurate and formatted SuperSearch™ reports

PROGRAM OFFICE

New entrants, including many existing firms, need a way to cut through the learning experience if they are to compete effectively.

MARKET RESEARCH

Identify RFP's that are of potential interest to the company, and contracts that require using subcontractors

ACQUISITIONS

The algorithm prioritizes RFPs from the best fit with high scores to lower

THE ALGORITHM WILL AUTOMATICALLY EXAMINE A LARGE NUMBER OF OPPORTUNITIES IN A SHORT PERIOD OF TIME TO DETERMINE THE BEST MATCHES AGAINST A GIVEN SET OF REQUIREMENTS

FedCycle™

FEDMINE Analytical Perspectives | FEDERAL Agency Analytics   SuperSearch™   FedSmart™   Federal GoalingView™   PipelineVisor™   Not a Fedster?

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Federal Business Pathways to success

BUSINESS DEVELOPMENT MANAGER - Challenges

Stable Vision

The FEDMINE service focuses on achieving results, while providing the necessary edge a company needs to position itself for long term success in the federal sector

Effective Execution

FEDMINE clients acquire greater control over execution of sales, proposal development and marketing objectives directly from the increased confidence from gaining new knowledge

Sustained Learning

Users have told us that they've shortened their learning curve in most federal business areas, while gaining overall knowledge in key areas such as competitive intel and finding teaming partners

New Markets

Your knowledge on the competitive landscape and the opportunities being won by companies has always found where your firm can provide value in an ever changing landscape

WHAT IS BUSINESS INTELLIGENCE?

Well, its the kind of information you would use to win federal contracts and understand the competitive landscape

WHY DO I NEED IT?

FOR KNOWING WHAT TO DO!!

And understanding which agency or prime contractors to sell to, or partner with depending upon whether you want to be a prime or sub contractor respectively

Federal Business Pain Points
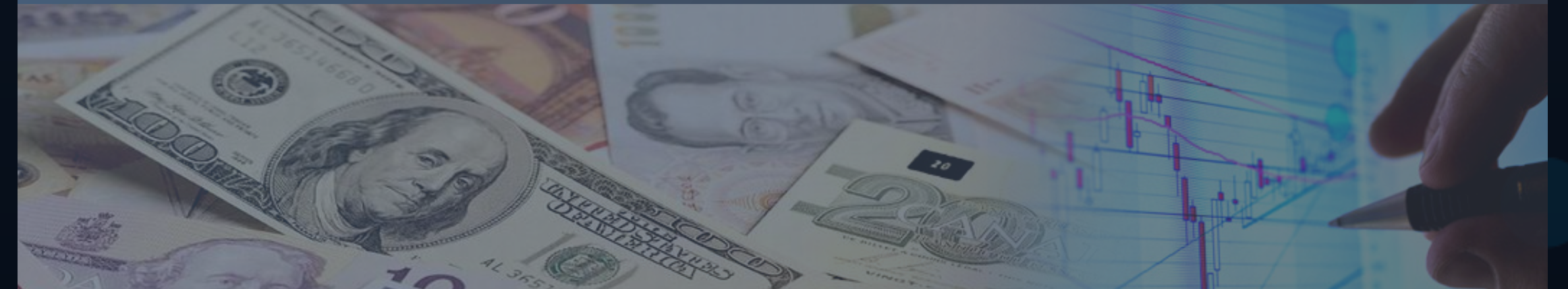## Federal Business Development Manager's Pain Points

MARKET RESEARCH

Veteran Firms Need Data

- Needs complete view of federal business environment specific to company
- Wants easy monitoring of key real-time information, such as contracts beeng awarded and business opportunities
- Difficulty implementing optimal federal strategy by juggling daily priorities
- Needs a way to use all company resources to boost business performance
- Fear of not meeting targeted objectives
- Difficulty in timely evaluation of opportunities due to lack of data
- Needs the ability to rapidly respond to industry dynamics and new business opportunities in a systematic manner

Develop a highly effective **Market Research Platform** to find qualified veteran and service disabled veteran owned small businesses to include their participation in competitively awarded federal government contracts.

Federal Business Development
dollars and cents

Federal Business Pain Points

BUSINESS DEVELOPMENT MANAGER - Challenges

Investing time and money into creating your own solution to aggregate daily information from disparate sources is not very smart, unless you plan to make money by selling it to someone. And if that information is already available at a cost that is a small fraction of your lowest minimum wage employee, then you have a serious business issue on your hands.

DEVELOPING
QUALITY FEDERAL SPENDING DATABASE

01

It requires time, money, resources, maintenance, daily refresh, data fidelity, report creation

02

It requires optimization, rationalization, sustained dollar investments, and experts in the data and reporting fields.
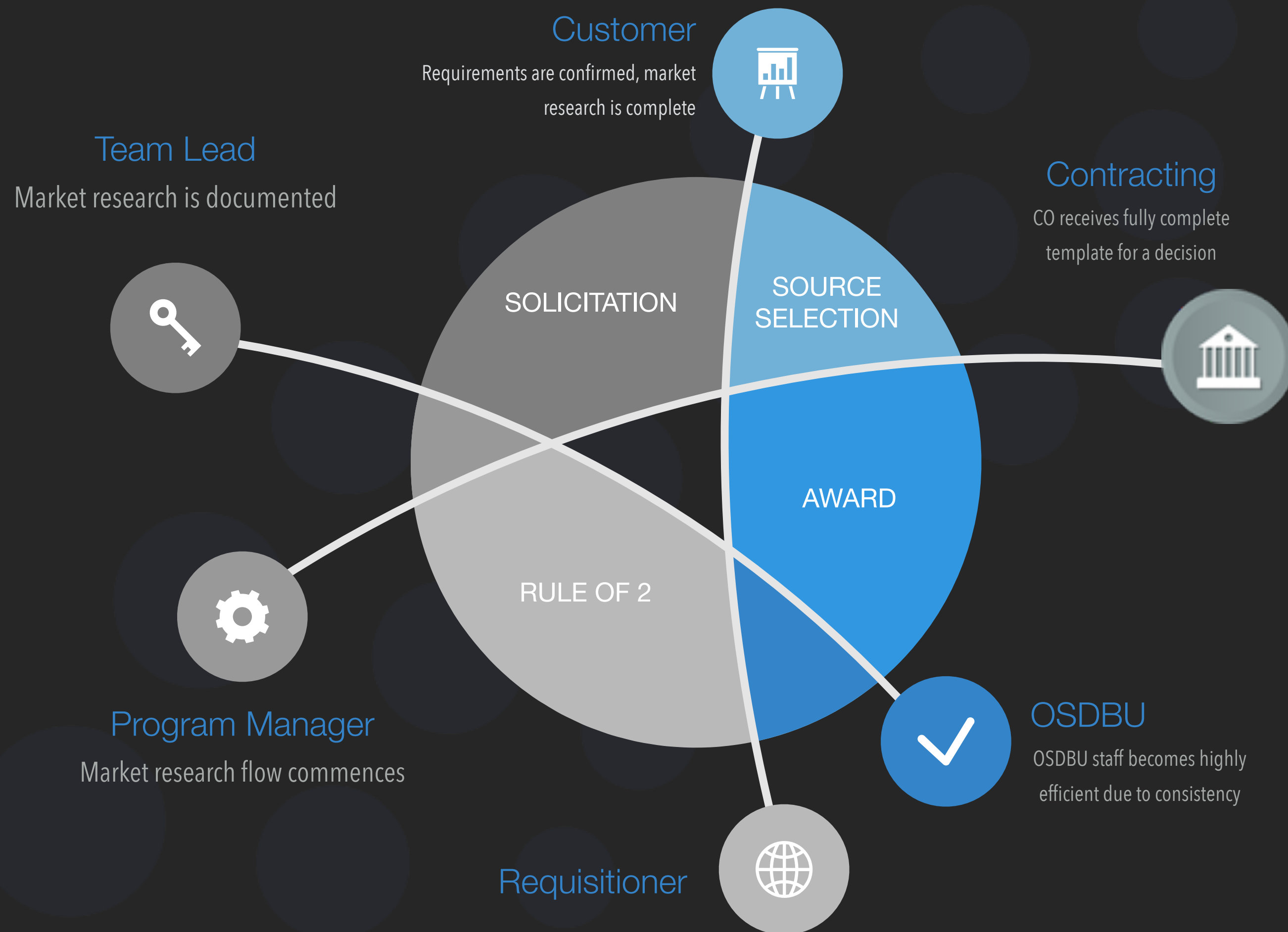
03

It requires knowledge of the federal government specific to spending data sets, how they change over time, the common keys on which indexing should take place, integration, hosting, programming expertise, sql or MySQL knowledge, Php. And a bunch of other fast moving technologies
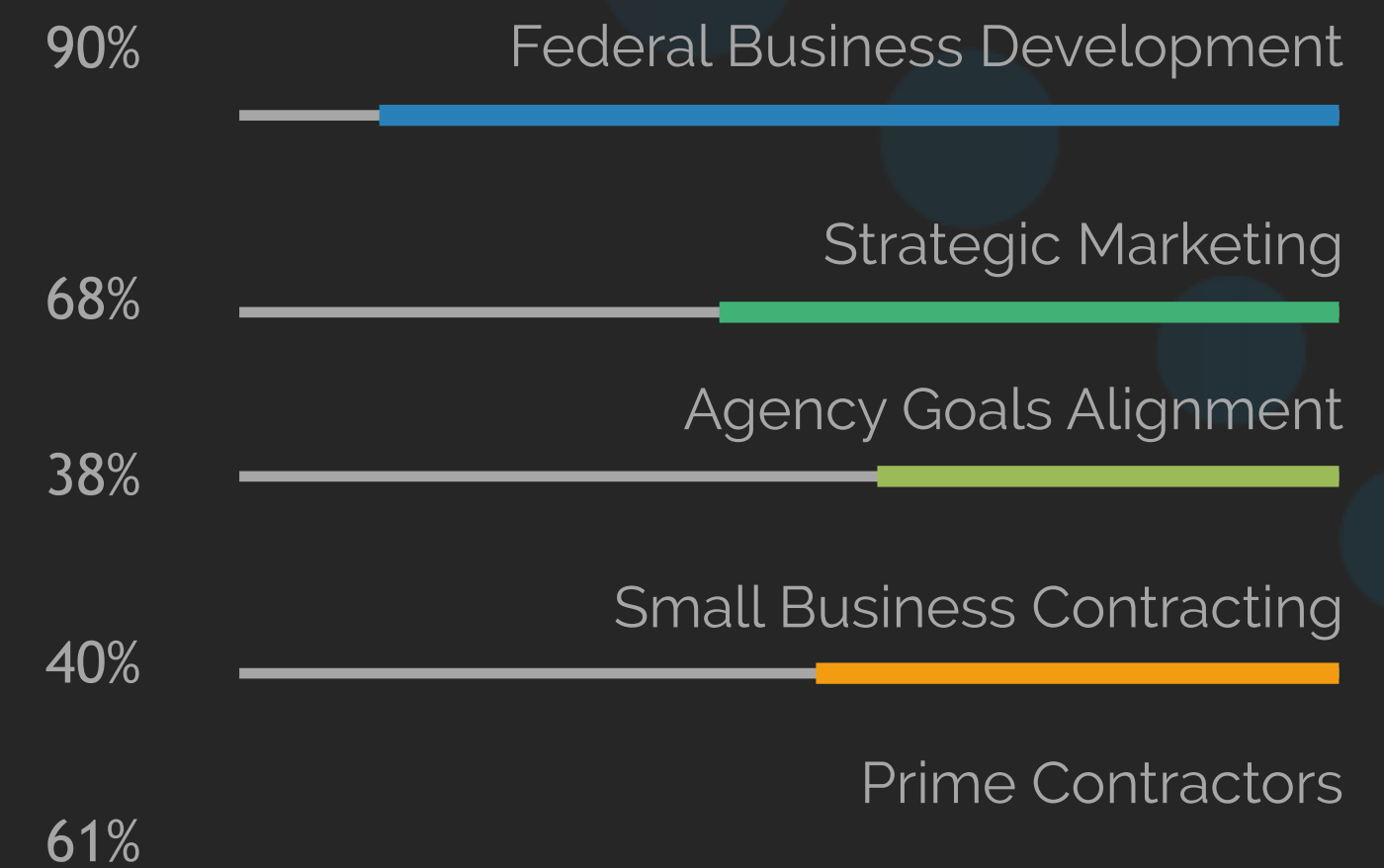
Federal Business Pain Points

BUSINESS DEVELOPMENT MANAGER - Challenges

FEDMINE® VA FEDFLOW™

22

Customer
Requirements are confirmed, market research is complete

Team Lead
Market research is documented

Contracting
CO receives fully complete template for a decision

SOLICITATION

SOURCE SELECTION

AWARD

RULE OF 2

Program Manager
Market research flow commences

OSDBU
OSDBU staff becomes highly efficient due to consistency

Requisitioner

FEDMINE is a *federal business intelligence platform* serving the federal sector since 2007. It remains the only real-time provider of curated federal spending data sets wrapped in a powerful application.

90%	Federal Business Development
68%	Strategic Marketing
38%	Agency Goals Alignment
40%	Small Business Contracting
61%	Prime Contractors

FEDMINE Analytical Perspectives | FEDERAL Agency Analytics

Super*Search*™   Fed**Smart**™   Federal Goaling*View*™   Pipeline*Visor*™   Not a Fedster?

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Federal Business Intelligence is for Experts

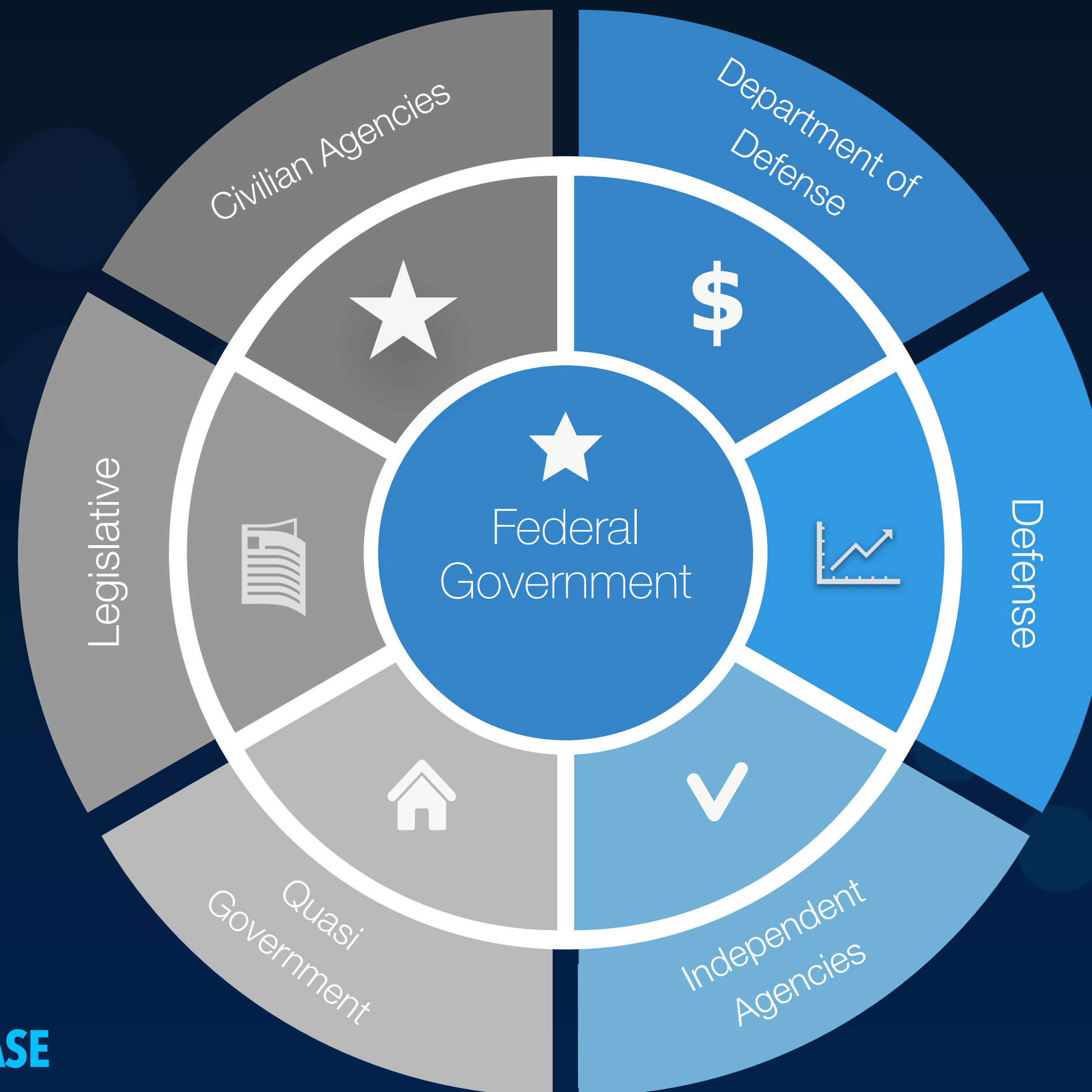**HOWEVER TEMPTING IT MAY BE -** We advise not to try and build an in house solution

A CAPTURE ENABLING FRAMEWORK

- Data aggregation is by no means an easy process. It is devilishly painstaking in every step that leads up to what appears so seamlessly constructed on your screen

IF YOU UNDERTAKE ALL THESE PROCESSES YOURSELF, YOU ARE MOST LIKELY MISSING SOMETHING MORE IMPORTANT - THE NEED TO FOCUS ON YOUR BUSINESS

- Reliable data helps you make informed decisions confidently. But reliability is no good if it cannot be done consistently, and consistency is no good if it is not timely. Leave it to us, you will win more business, and will avoid building a core competency with no customers .

DEVELOPING
QUALITY FEDERAL
SPENDING DATABASE

Civilian Agencies

Department of Defense

Legislative

$

Federal Government

Defense

Quasi Government

Independent Agencies

What Can You Learn from a Competitor?

FEDERAL BUSINESS DEVELOPMENT - Using reliable data effectively

The
Intel

- How did the company get started – what were their first customers and contracts?

- What background did the owners have? What knowledge and connections did they bring to the table?

- How fast did they grow?

- What contract vehicles and schedules are they on? How quickly did they get them?

- How did they generate past performance?

Viewing Federal Contract Actions By GWAC — BY LIGHT PROFESSIONAL IT SERVICES LLC - 132027694

📄 Download PDF 📊 Download CSV ✉ Email Report

⚠ **TIP 1:** *Expand plus signs to view contracts by GWAC for this company*
⚠ **TIP 2:** *Then click dollar amounts to view transaction details.*
⚠ **TIP 3:** *Click on the year to view Details, or on the company name above to go to its Profile*

Expand All   Collapse All

T4NG - Total Amount : $84,610,818

Agency	Contract Number	Year	Amount ($)
3600 - VETERANS AFFAIRS	VA11816D1019	2018	$79,679,383
3600 - VETERANS AFFAIRS	VA11816D1019	2017	$3,471,953
3600 - VETERANS AFFAIRS	VA11816D1019	2016	$1,459,482

T4 - Total Amount : $476,599,100

Agency	Contract Number	Year	Amount ($)
3600 - VETERANS AFFAIRS	VA11811D1004	2018	$7,892,811
3600 - VETERANS AFFAIRS	VA11811D1004	2017	$150,115,437
3600 - VETERANS AFFAIRS	VA11811D1004	2016	$148,997,464
3600 - VETERANS AFFAIRS	VA11811D1004	2015	$70,852,029
3600 - VETERANS AFFAIRS	VA11811D1004	2014	$53,446,505

Questions & Answers just to get you started

YOU MIGHT HAVE MORE - So please ask

- ### Where do you host your solution environment?

  We were early adopters of the Amazon cloud hosting environment. Our RDS Aurora database is fully managed featuring a distributed, fault-tolerant, self-healing storage system in a multi-zone, load balanced, and auto scaled environment.

- ### Are you on the Amazon GovCloud?

  We are hosted in zone AWS USA-East 1 both within the Amazon GovCloud and the AWS Commercial Cloud. We are in the process of obtaining ATO for our application

- ### Is your software available as a Service (SaaS) Delivery Model?

  Fedmine championed this delivery model in 2007 and is the only provider of such a service in the federal domain

- ### What customer support do you have?

  Unlimited support always **from the A Team only.** Dedicated and experienced, from the #1 Customer Success Team in the industry. Access to training videos and help guides

The Problem

There are too many things to consider, too much data, little information, and not enough curated information

FEDMINE Analytical Perspectives | FEDERAL Agency Analytics   SuperSearch™   FedSmart™   Federal GoalingView™   PipelineVisor™   Not a Fedster?

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Agency Goaling Dashboards
GOALS MANAGEMENT FOR FEDERAL AGENCIES - Monitoring Socioeconomic Accomplishments

SDVOSB

VOSB

SB

1

2 SDVOSB

3 VOSB

4 SB Eligible Spend

GOALS MANAGEMENT
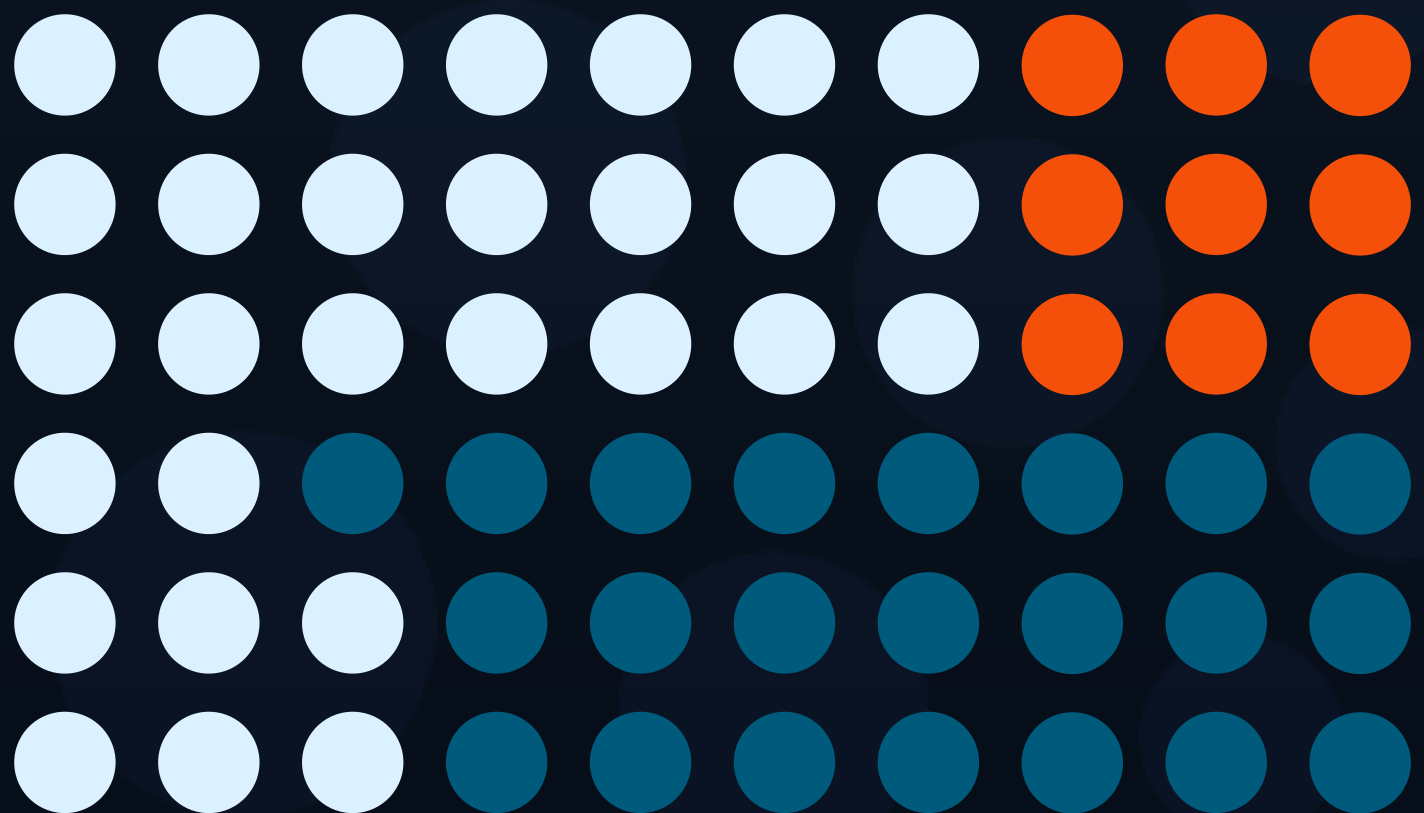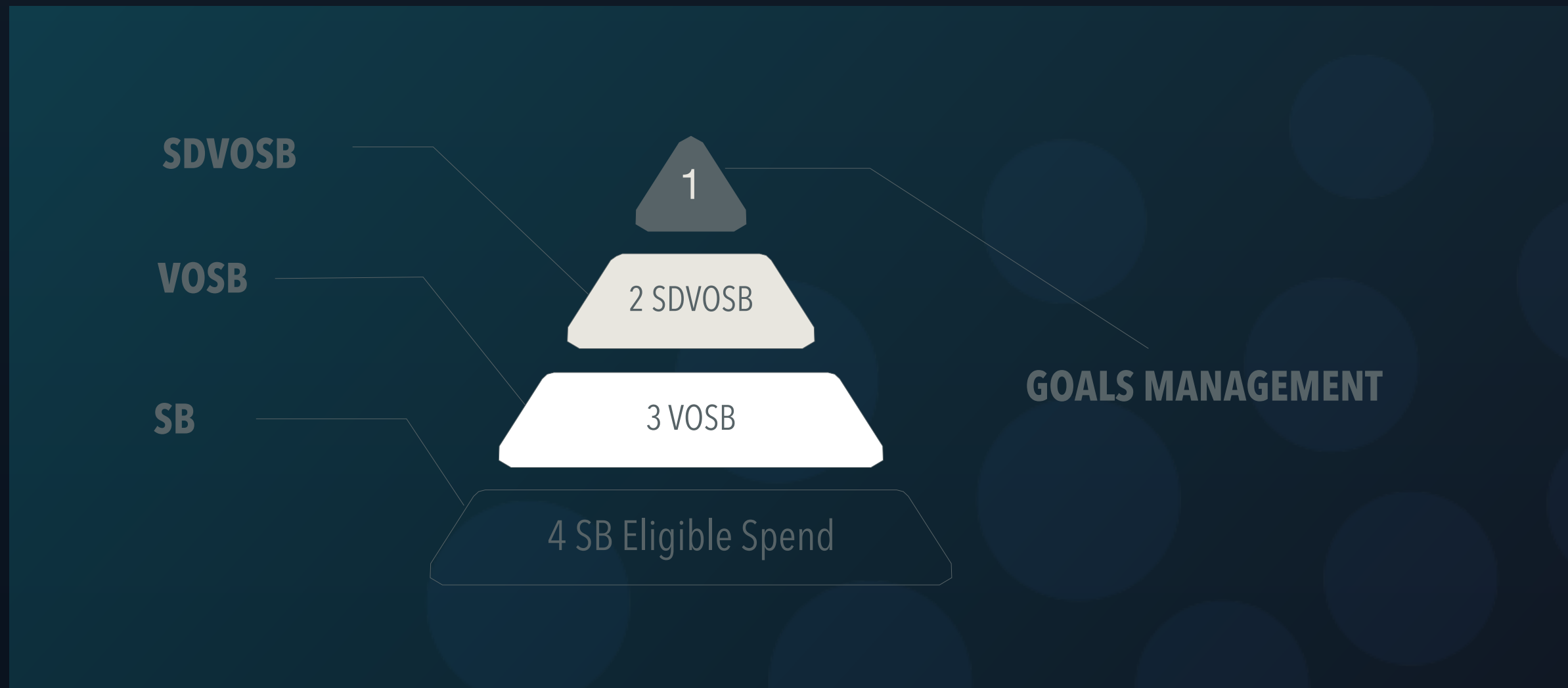
SDVOSB

Dots show number of firms in hundreds compared to all VOSBs

VOSB

Firms that have received at least one contract

Set Aside Order of Precedence Requirements

Federal law states that when considering acquisitions for small business set-asides, the standard order or precedence for socioeconomic categories should be as follows:

- HUBZone 8(a)
- Other 8(a)
- Service Disabled Veteran Owned Set-Aside Competition
- Service Disabled Veteran Owned Set-Aside Sole Source if (*if the acquisition is under $3M in a Service NAICS and $5M in a Manufacturing NAICS and there is only one known source capable of satisfying the Government's requirement)*
- HUBZone Set-Aside Competition
- HUBZone Sole Source (same thresholds apply as under SDVOSB)
- Small Business Set-Aside
- Full and Open Competition
- Sole Source

Federal Goaling Dashboards /Profiles

Fedmine delivers high performance solutions well before due dates and below budget

OSDBU PROFESSIONALS - Monitoring Goals, SAT, Socioeconomic achievements
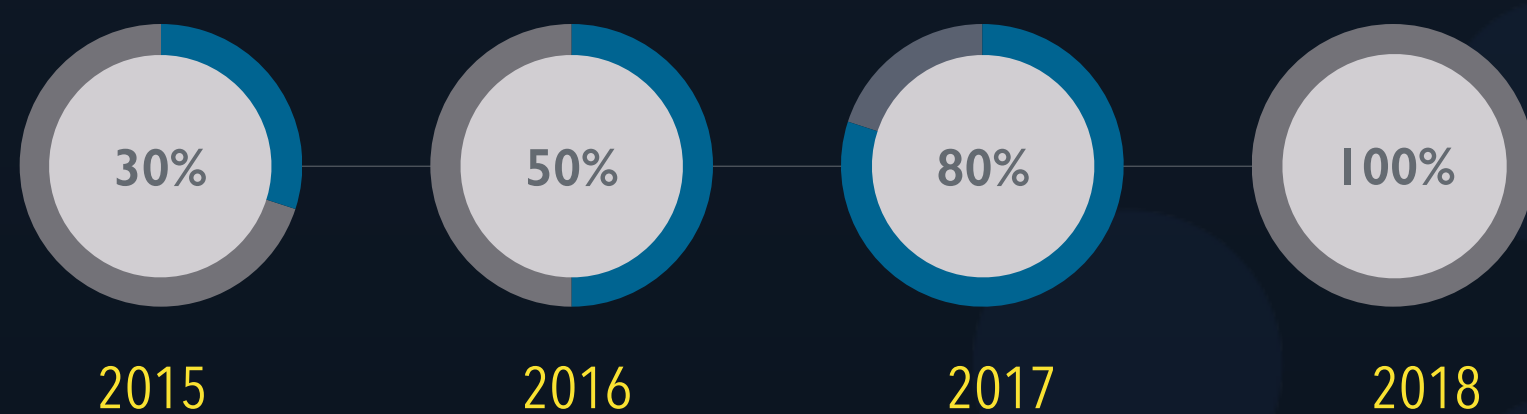
- Customized Goaling Dashboards: by VA component, to the VISN level with interactive graphs to monitor agency performance

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- Rich company profiles: detailed government wide prime and subcontract awards history with multiple ways to analyze performance. Each verified firm has API integration into VetBiz

- Super Search and Contract Search: to perform extensive market research needed for new and existing requirements

- Impact of Modifications: by Dollar Bands

- Small business report tool to produce a report based on industry, agency and upcoming re-compete contracts

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- Ability to search within text of attachments to solicitation documents on FBO by keywords and short phrases

A HYPOTHETICAL VISUALIZATION COMPARING CONTRACT AWARDS TO VERIFIED VOSB / SDVOSB FIRMS VS. NON-VERIFIED, AND TO FIRMS AFTER THEIR VERIFICATIONS EXPIRED

TOWARD COMPREHENSIVE Market research

VETERANS AFFAIRS MARCH TOWARD EFFICIENCY

30% — 2015
50% — 2016
80% — 2017
100% — 2018

VERIFIED VETERAN SB

VOSB /SDVOSB VERIFICATIONS

VOSB — 90%
SDVOSB — 60%
WITHDRAWN — 40%
EXPIRED — 70%

THE LIGHT BLUE COLOR QUANTIFIES THE NUMBER OF FIRMS THAT DID LATER RE-VERIFY THEIR STATUS

VERIFIED VS. NON-VERIFIED

80%

TOTAL OF ALL VERIFIED SDVOSB FIRMS IN GOVERNMENT COMPARED TO SDVOSB FIRMS WHO REMAIN NON-VERIFIED
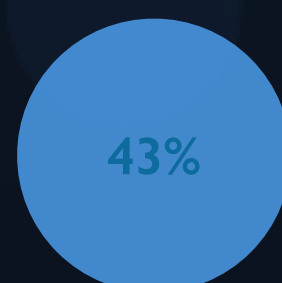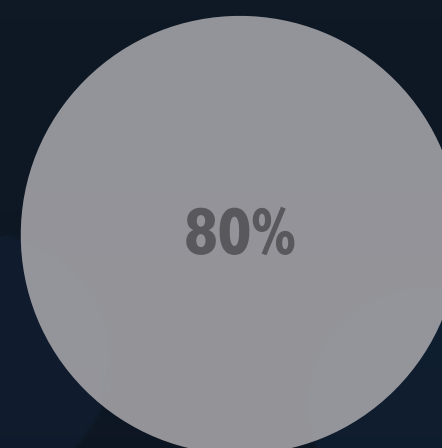
43%   SDVOSB

PERCENTAGE VERIFIED IN VETBIZ OUT OV OVER 19,000

12:1   VOSB
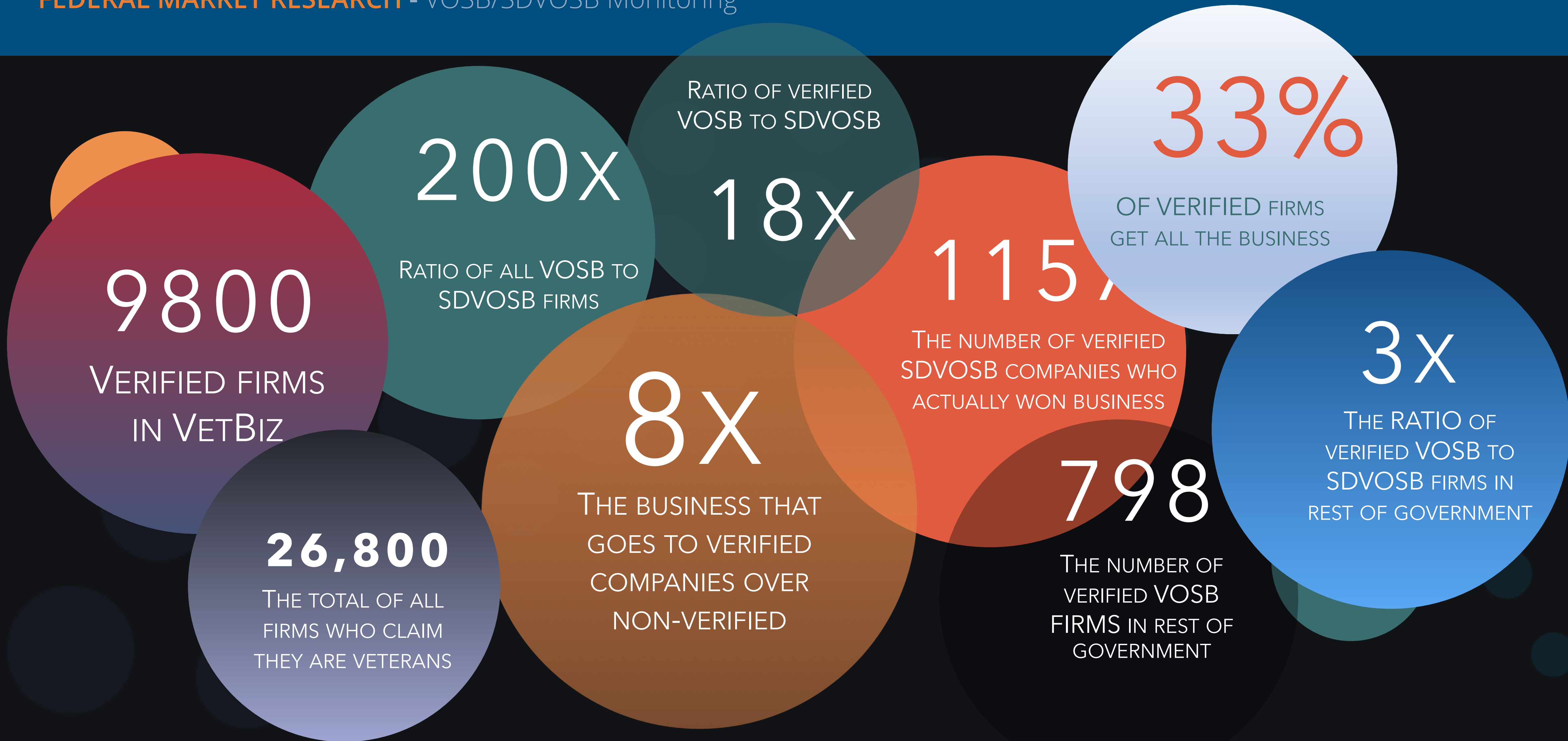
RATIO COMPARISON OF VERIFIED TO NON-VERIFIED

PROCUREMENT TIME-LINE

JUNE   REQUIREMENT

INITIAL REQUIREMENT DOCUMENT IS CREATED, MARKET RESEARCH IS DOCUMENTED

JULY   PROGRAM MGR

COMPLETED MARKET RESEARCH REPORT RECEIVED BY PM

SEP   CONTRACTING

REQUISITION REACHES THE CO TO MAKE AN AWARD FROM SOURCE SELECTION

FEDMINE Analytical Perspectives | **FEDERAL** Agency Analytics

Super*Search*™   Fed*Smart*™   Federal Goaling*View*™   Pipeline*Visor*™   Not a *Fedster*?

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Fedmine Company Profiles

SINCE 2007 - We Have Defined Standards for Integration of Data

FedMine PARENT Prime *Contractor Profile*™

PRIME CONTRACTORS

[?] 01

Profiles Powerful Features

Highly sophisticated federal business profiles of all prime contractors updated daily from real time data feeds. Used by agencies and contractors to obtain timely information for vendors and competitors

---

SUB CONTRACTS

[?] 02

Integrated with Drill Down To Details

Much misunderstood by many, subcontracts are a type of contract not directly awarded and administered by the federal government, but in some part may be controlled by the government.

EXPIRING CONTRACTS

[?] 03

Forecast Business Opportunities

Over 200,000 opportunities that are upcoming before they hit the street. Follow task orders being awarded on contracts you want to pursue at time of re-compete.

Prime Contractors Use our SaaS Platform

INTERNAL EFFORTS TO AGGREGATE DATA - Are challenging, and can become bottomless money pits

Prime Contractors *pay* attention!

If you're a federal government contractor, or a professional who needs contract awards data, you most likely head over to FPDS-NG amongst other sites on a daily basis,

However, by the time you are done cleaning, optimizing, normalizing and rationalizing the data….. lets be honest…. you are left with no time to analyze that data to make smart decisions.

If that describes you accurately, you are not alone. After all, every smart person like yourself does just that.

Attention: Game Changing Solution

As data experts, you are amongst the strategists, executives, and product and business managers who work tirelessly to piece together vital information that can potentially shape the vision for your company.

You are amongst those who need to make things happen. When a new technology breaks, or you hear a buzz…. you need to be the first to understand what it is, and what it means for your business.

You need to go beyond all hype. And you need to do it fast.

Federal Business Expectations

BUSINESS DEVELOPMENT MANAGER - Challenges

Federal Business Development

dedicated

The easiest way to bid intelligently on federal business, and stay on top of your competition.

Free Support

We've been providing free support to all our clients for over 10 years now. I bet you did not know that?

Free Servicing

We've been providing free services such as tweaking keywords and customizing reports for each of our clients for years.

Real Time Data

We've been providing real-time data for over 12 years. Now that I know you did not know. You of course know if you are a client.
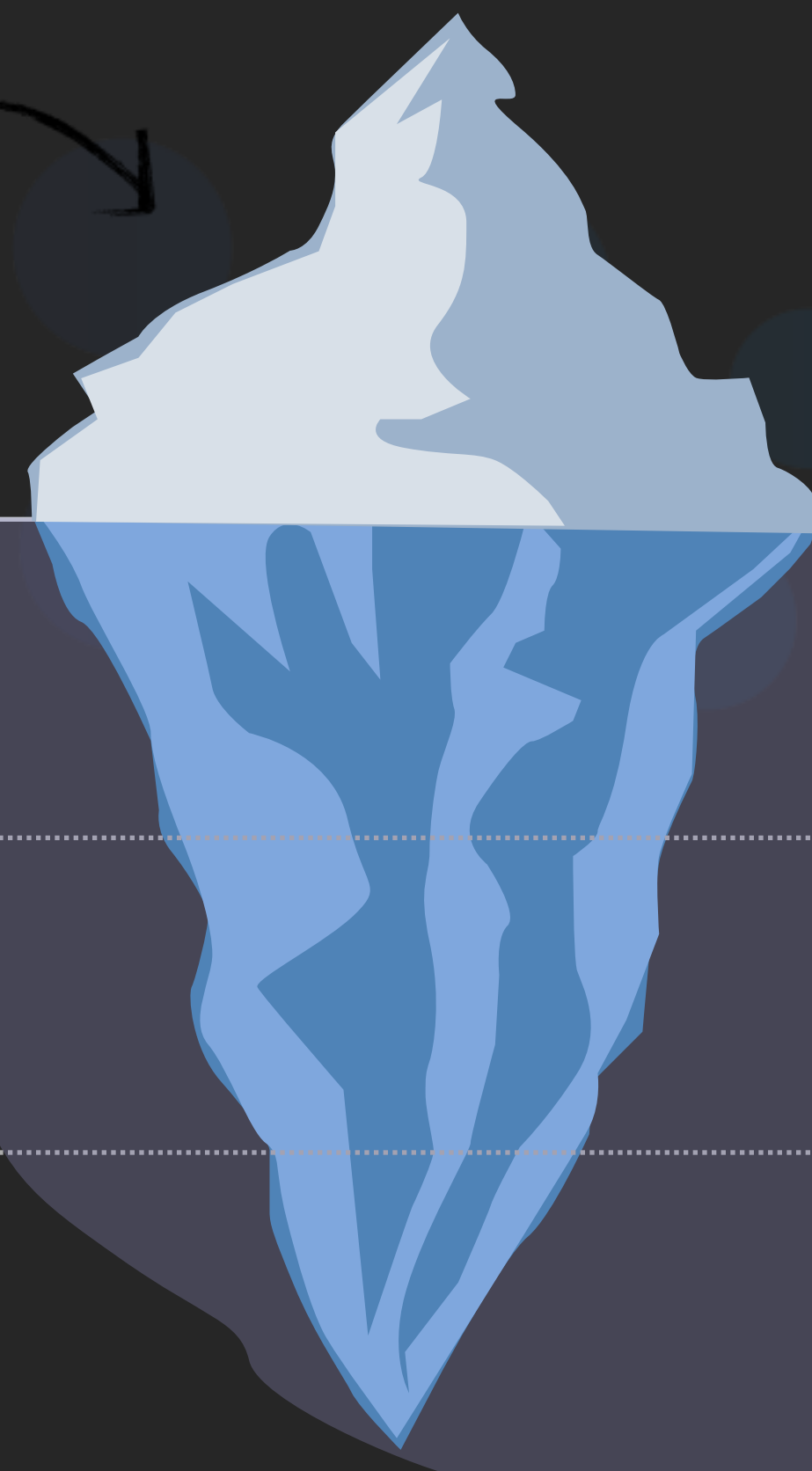
Dedicated to Excellence

16

Data Iceberg Example

This slide touches upon the challenges organizations face in explaining
What they want from an information platform provider

What we see is only a **perception**. What we hear is only an **opinion**.

What we see

The **sliver** of data that you see on your screen

Actual problem — knowing how to present the data

Its one thing to know where all the data sources are. Its another to be able to do something about it. No company has understood this better than Fedmine

Presentation Layer 01

The real problem — for all current and future competitors

Integrating multiple sources of data into a single database, creating a fully groomed application in the cloud, automating it to 100%, powering a pure play SaaS application, was attempted ionly once in 35 years

Data Aggregation 02

The root of all barriers to entry

This is like the bottom of a black hole -the singularity if you are scientifically inclined. It's the reason why not many companies survive let alone succeed

Singularity 03

FEDMINE

Search technology moves into the mainstream

SuperSearch™ 35

Mining for Concepts

While NLP and semantic search would have come a long way, concept searching will appear high on the list of the next big wave in text extraction.

The Current Cure

Searching with keywords, boolean concepts, and vocabularies extended by taxonomies will continue to show strong use over the next 3 to 5 years due to their stability.

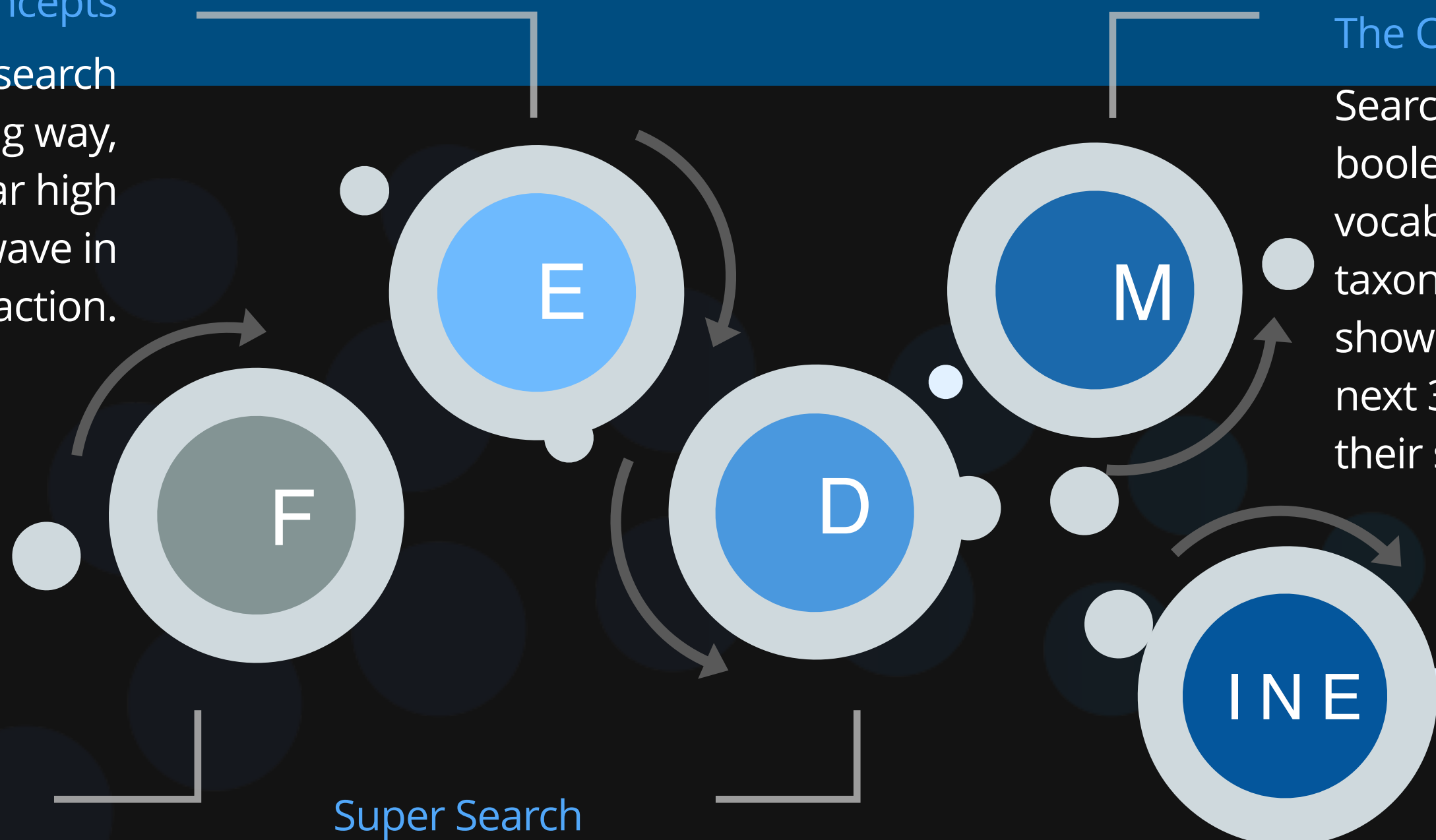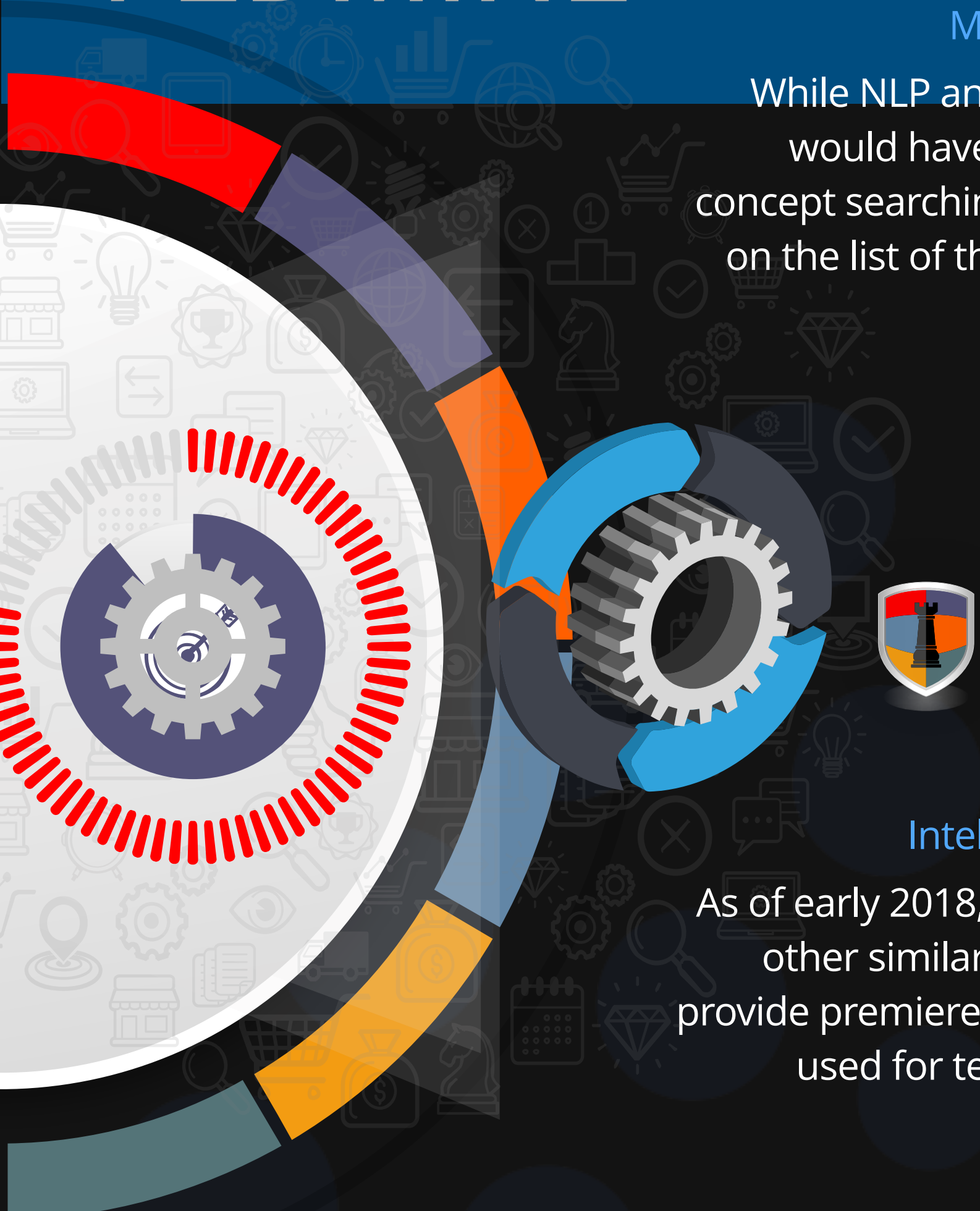F   E   D   M   I N E

Intelligence curve

As of early 2018, Hadoop and other similar environs will provide premiere technologies used for text extraction.

Super Search

Domain specific search will grow, but morph into the semantic, syntactic world of natural language processing, leaving boolean behind.

The Future

Artificial Intelligence, machine learning will dominate thereafter with blazing speeds... until the technological Singularity sometime around 2038

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Super*Search*™   FedSmart™   Federal Goaling*View*™   Pipeline*Visor*™   Not a Fedster?

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Searching for Meaningful Concepts

In search of meaning lost in the cosmic soup of increasingly unmanageable data

Super*Search*™

Text search has come a very long way since the seventies, we can now extract patterns of DNA present in the human genome to any vertebrate living or dead, and correctly identify its evolutionary path and lineage. But extracting meanings from vast patterns of seemingly monotonous text is problematic due to the high degree of variance in interpretations…..
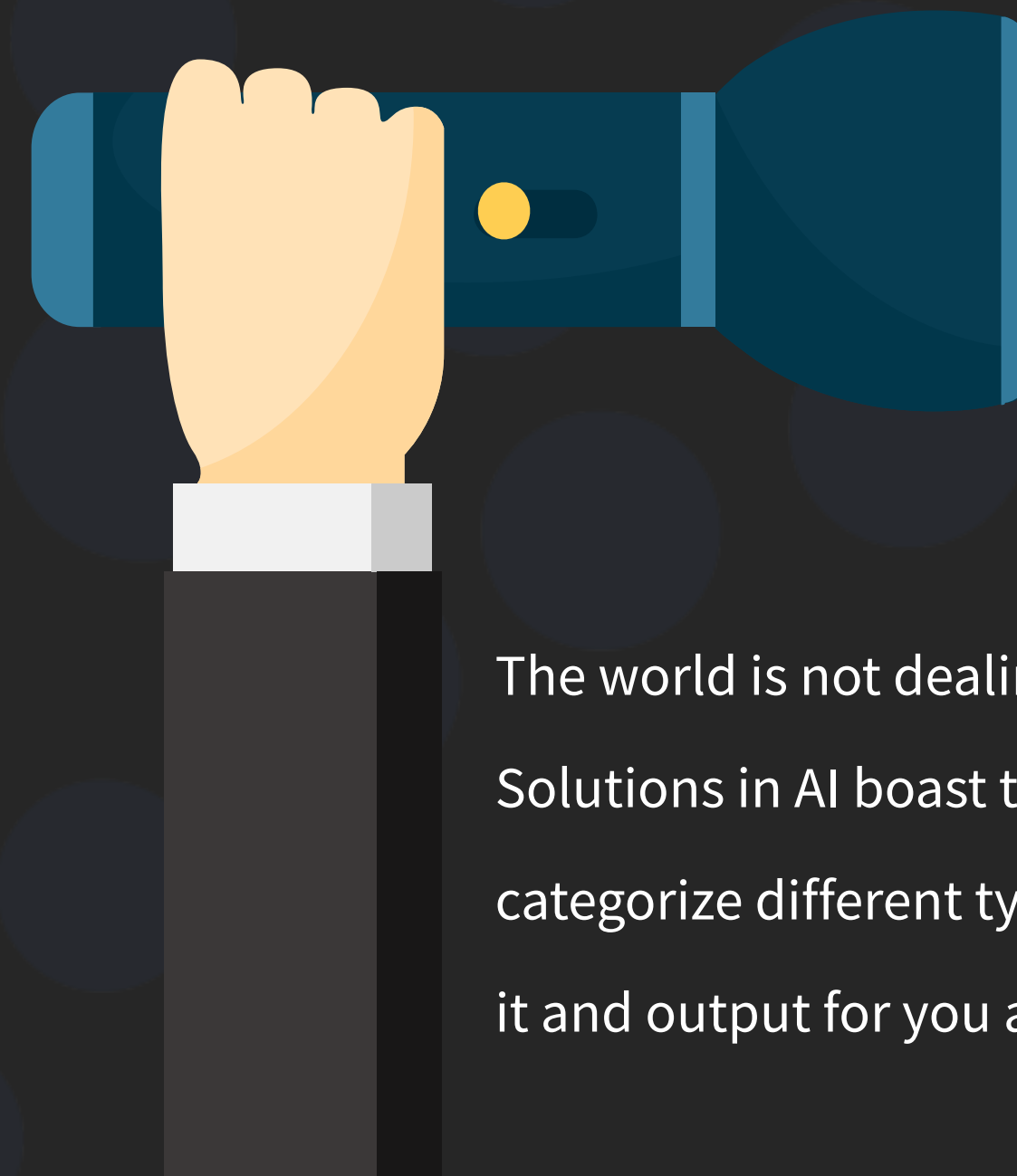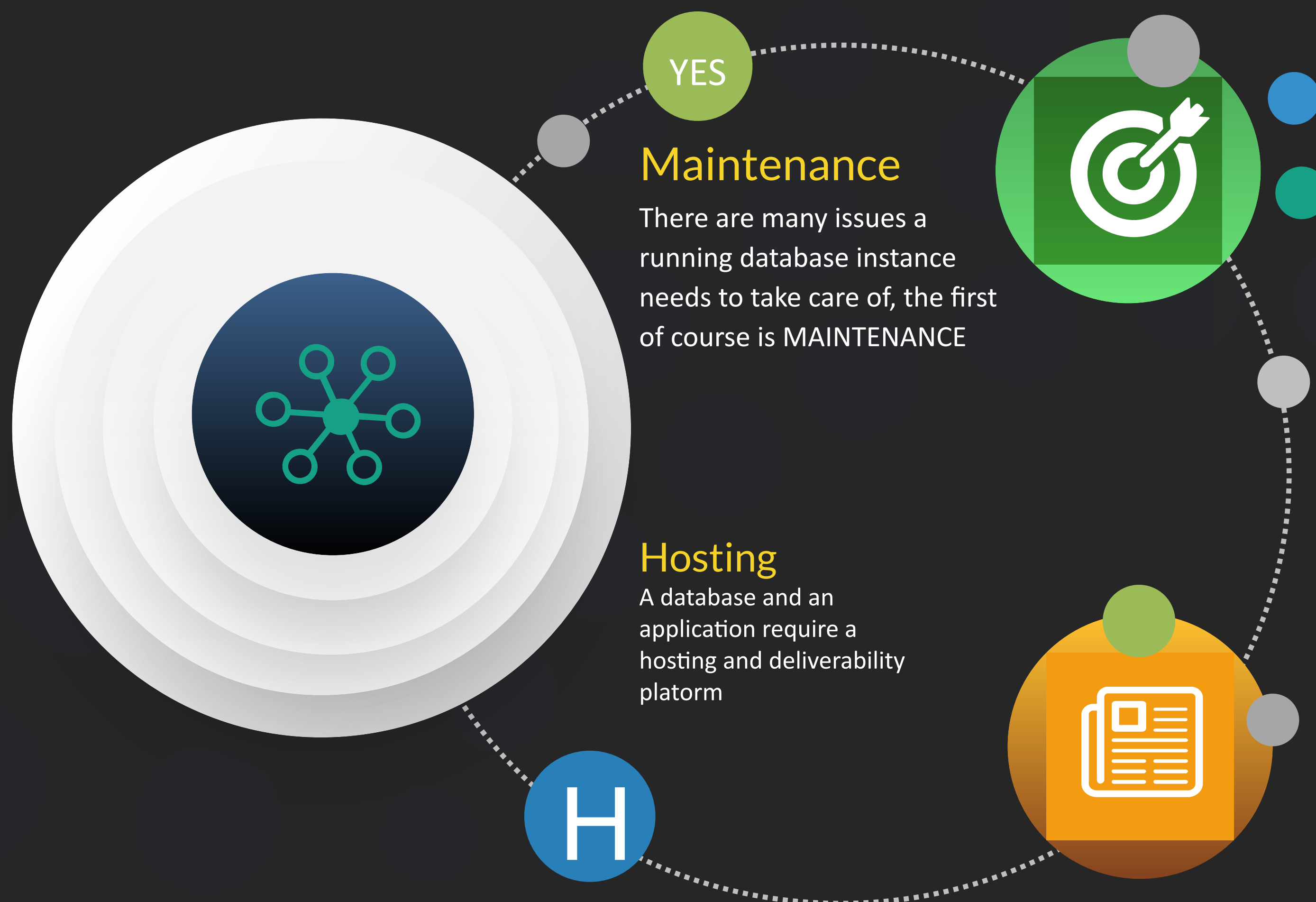
The world is not dealing with just text anymore. Solutions in AI boast the ability to not only decipher and categorize different types of data, but on the fly interpret it and output for you a meaning contained in the data set

SuperSearch™ Inner Circle Machinery

This is example for a subtitle

YES

Maintenance

There are many issues a running database instance needs to take care of, the first of course is MAINTENANCE

High Availability

If you plan to have a production system for many users, you must have redundancy in the form of mirrored servers part of your infrastructure

Expert Analysis

Some pre-grooming of the data is also required if the information extracted is to be used for decision-making. Some background on the decision-making process by the database owner is a plus

Hosting

A database and an application require a hosting and deliverability platorm
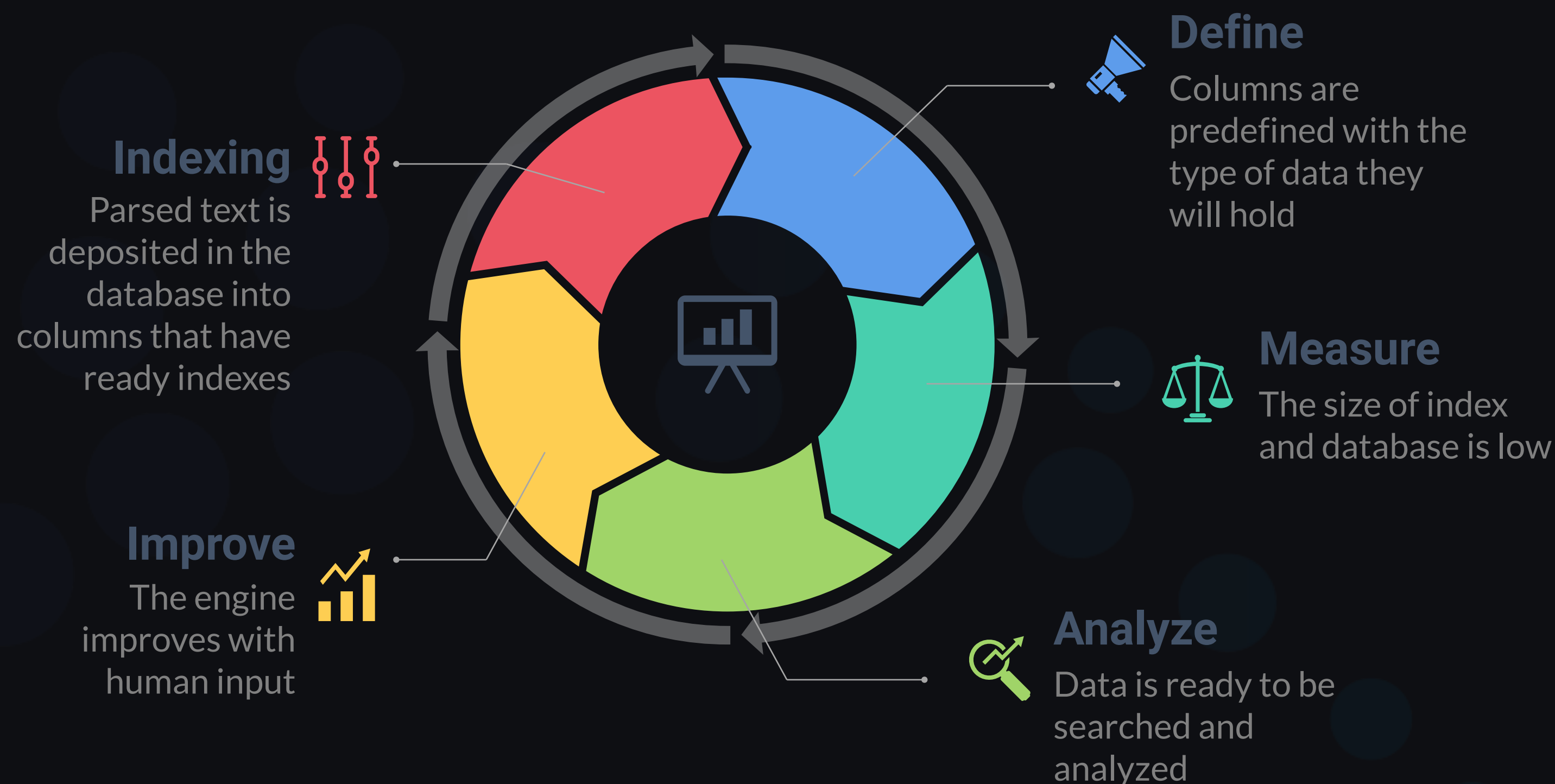
H

Document Download

A mechanism for various reports to be downloaded in PDF or Excel, or through email should exist in the user interface to make it easy to create nice reports

Smart Indexing on key values makes our system Fly

Using the FEDMINE FedSearch™ parser

The processing of documents by indexing their contents on the fly (aka real-time) is achieved in seconds because their parsed extracts from each document get stored in our database on Hadoop, the next generation Big Data storage and retrieval system.

Indexing
Parsed text is deposited in the database into columns that have ready indexes

Improve
The engine improves with human input

Define
Columns are predefined with the type of data they will hold

Measure
The size of index and database is low

Analyze
Data is ready to be searched and analyzed

FedMine SuperSearch™

The text extraction platform can in a very simple way parse, extract, index, store all at the same time
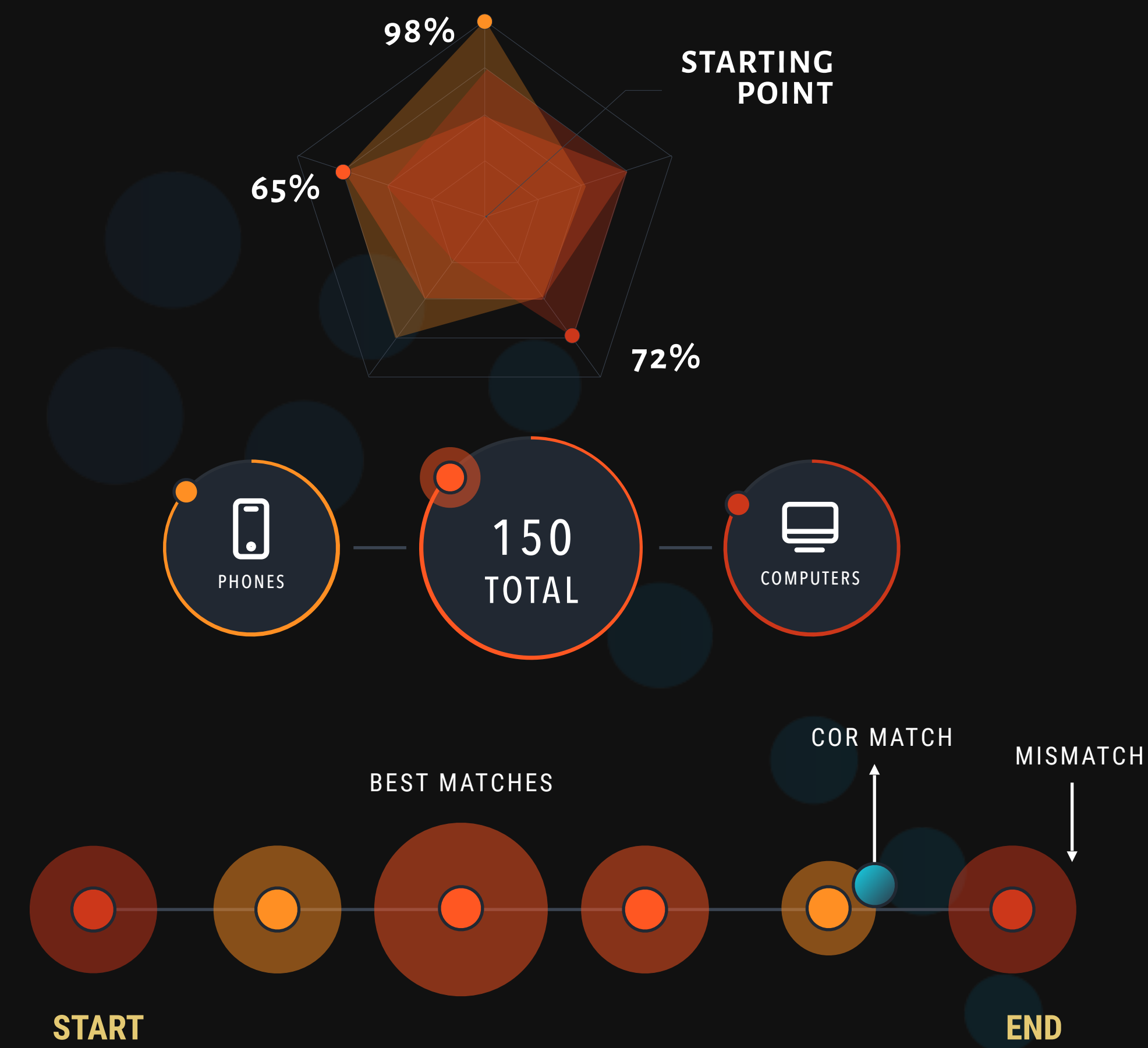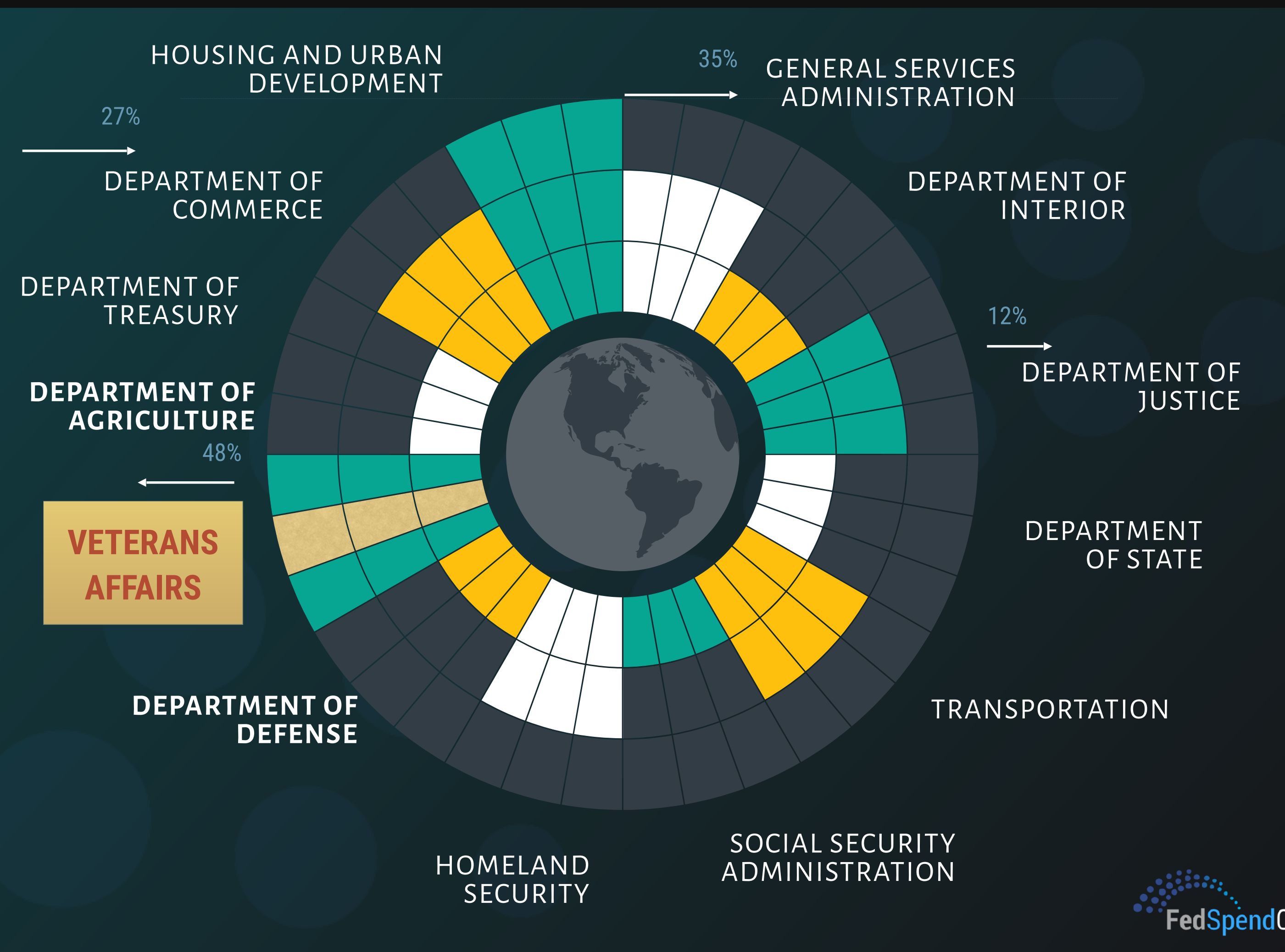
97% | **83%**

AWS ElasticSearch™

Because it uses a strictly mathematical approach, ES is inherently independent of language. It can group documents based on their contextual similarity to each other
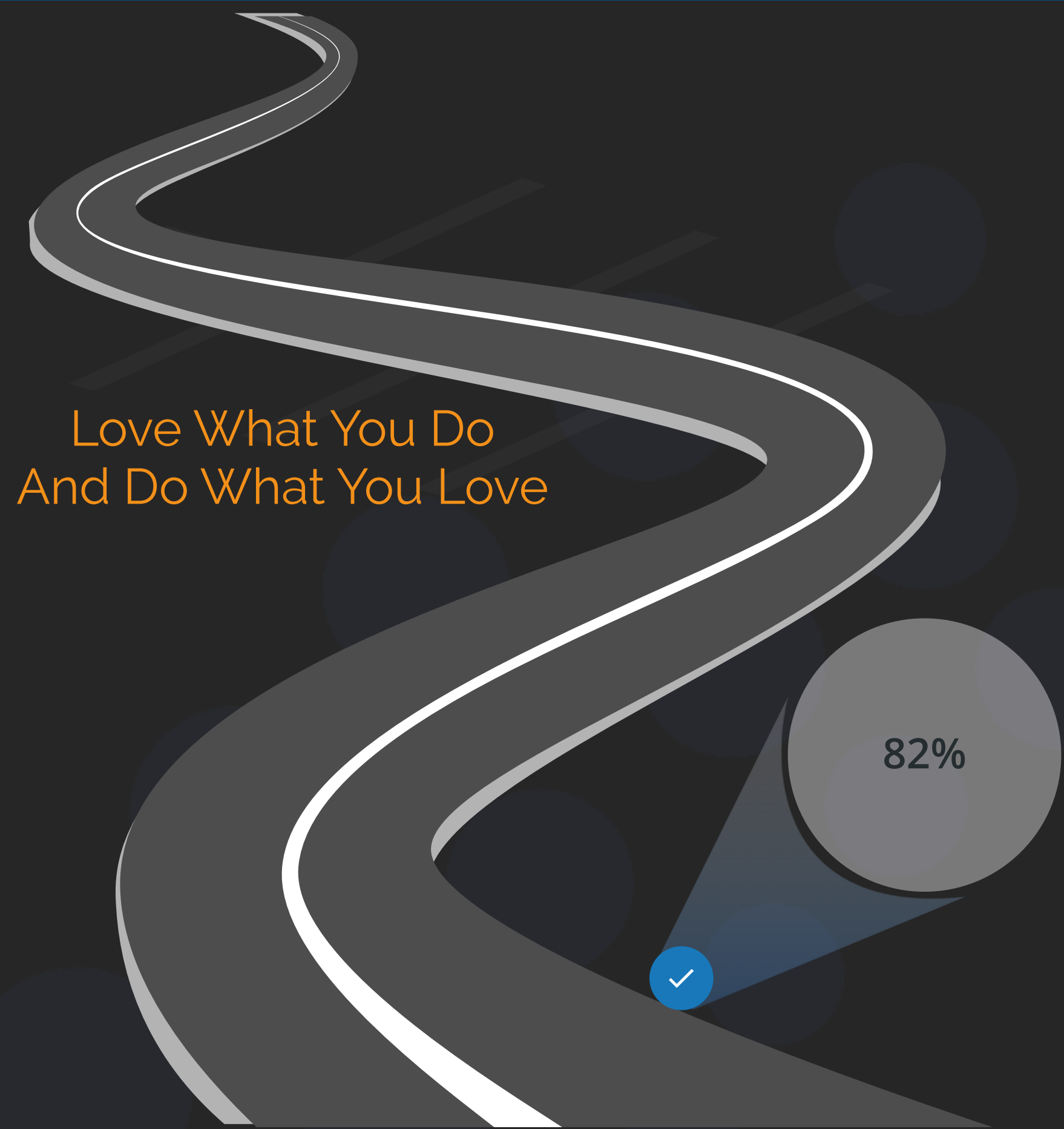
Semantic Solicitation Analysis

SuperSearch™   39

HADOOP CONCEPT ANALYSIS - This graphic attempts to depict analytical results of a 'full sentence' search within SOW attachments to solicitations

The percentages are hypothetical depictions of a search showing the most likely agencies that may have issued the SOW it found

HOUSING AND URBAN DEVELOPMENT

35% GENERAL SERVICES ADMINISTRATION

27% DEPARTMENT OF COMMERCE

DEPARTMENT OF INTERIOR

DEPARTMENT OF TREASURY

12% DEPARTMENT OF JUSTICE

DEPARTMENT OF AGRICULTURE

48%

VETERANS AFFAIRS

DEPARTMENT OF STATE

DEPARTMENT OF DEFENSE

TRANSPORTATION

HOMELAND SECURITY

SOCIAL SECURITY ADMINISTRATION

FedSpendCycle™

98%

STARTING POINT

65%

72%

PHONES — 150 TOTAL — COMPUTERS

COR MATCH

MISMATCH

BEST MATCHES

START

END

SAM.gov of Solicitations
IN SEARCH OF THE LOST OPPORTUNITY   Federal Contracting Spotlight

Firms who win business directly from the federal government are said to be a prime contractor. A subcontractor is one who receives an award from a prime contractor to perform on a particular portion of that prime contract.

PATHWAYS OF OPPORTUNITY SEARCH
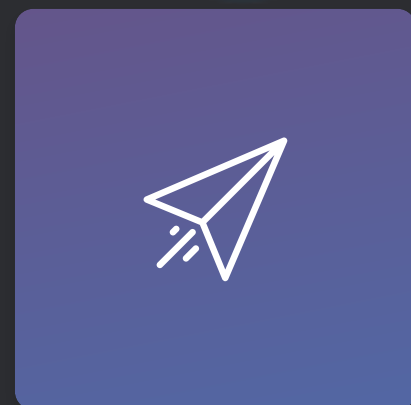
There are four ways prime contractors dig up opportunities for themselves in the federal sector as described below:

Love What You Do
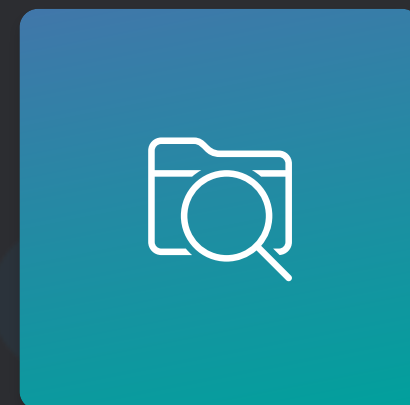And Do What You Love

82%

Solicitations
239,430 YTD
1,500+ posted daily

Task Orders
GWAC, GSA,
others…
15 Million+ annually

Expiring Contracts
100,000+
Value: $35 Billion

Unsolicited Proposals
17,890
Approx. 100/ Agency

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Extracting SAM.gov Solicitation Documents

BUSINESS DEVELOPMENT MANAGER - Challenges

01 Extraction of filenames is necessary to keep extracted text tied to the source definition

`extract`(*filename, **kwargs*)[source]

This method must be overwritten by child classes to extract raw text from a filename. It can return either a byte-encoded string or unicode.

02 Parser Function

This is the core function used for extracting text. It routes the filename to the appropriate parser and returns the extracted text as a byte-string encoded with its name along with search parameters passed to it

03 Contextual Lobe

This parser can also enable additional options which can be passed in as keyword arguments to the text extract.process function

A good parser should support multiple modes of extracting text from any document: Word documents, PowerPoint presentations, Excel, PDFs, etc—the so-called "dark web data"—that would be valuable for further textual analysis and visualization downstream. The FEDMINE parser does just that.

15,000 Documents per day

Throughput & Speed of Parser

Numerous programs exist for extracting content from each of these formats on their own, however FEDMINE's ContextMiner package provides a single interface for extracting content from any type of file, with minimal to no irrelevant markup.

Python is the language commonly chosen by the natural language processing community to extract text because its method is agnostic to the process of extraction. (method agnostic about how content is extracted)

Knowledge Engineering Process

BUSINESS DEVELOPMENT MANAGER - Challenges

SYMANTEC SEARCH TERMS

No	Decoupling	Schema	Meta Data	Integrity	NLP	DBMS
①	Ontology	Taxonomy	Vocabularies	Grammar	Synctactic	Syntax
②	Foundation ontologies	Concept Relations	Class Concepts	Abstraction	Temporal Reasoning	Common Terminology
③	Hierarchies	Neutral Authoring	Domain Ontology	Linguistics	Connotation	Symantecs
④	Lexical Ontologies	Lexical Relations	Logical Structures	Semantic Agents	Data Dictionaries	Cardinality
⑤	Artifacts	Conceptual Frameworks	Semantic specifications	Canonical Ontology	Natural Language Processing	Formalized Logical Theories
⑥	Empirical Evaluations	Unary Predicates	Binary Predicates	Concept Hierarchy	Axioms	Automated Reasoning

Our Core Services

FEDERAL BUSINESS OPPORTUNITIES,
MARKET RESEARCH, PIPELINE MANAGEMENT,
COMPETITIVE INTELLIGENCE

Fedmine is the only SaaS based federal market intelligence platform to offer the most comprehensive understanding of government agencies is essential. founded in 2007. As the only true SaaS program in this market, It is used by government contractors (small and large), agencies, PTACS and service providers alike.

About FEDMINE

Federal Business
Pipeline*Visor*™

Super*Search*™
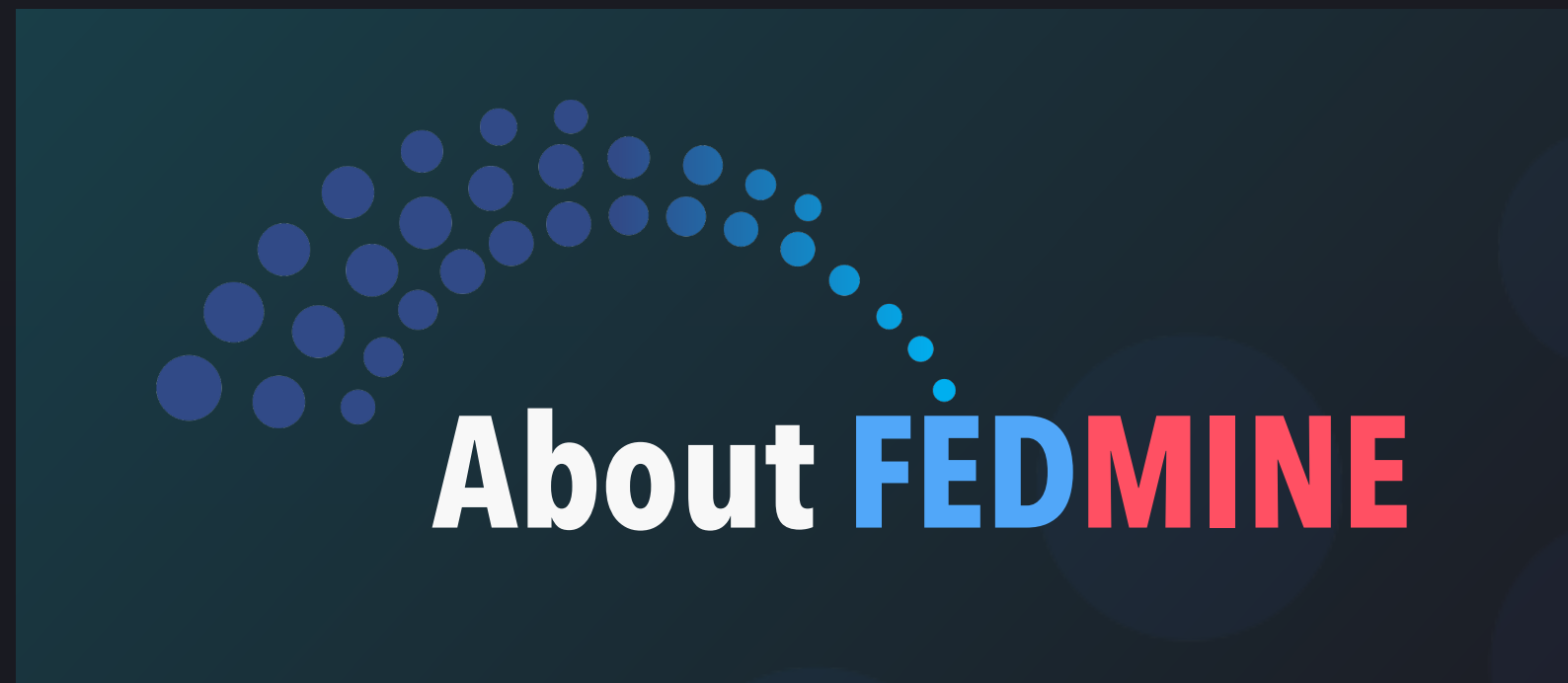
Who we are

Experts on federal spending data sets

The only real-time federal business opportunities, competitive intelligence and agency market research tool in the federal sector. Also the largest library of federal spending reports on the internet updated daily
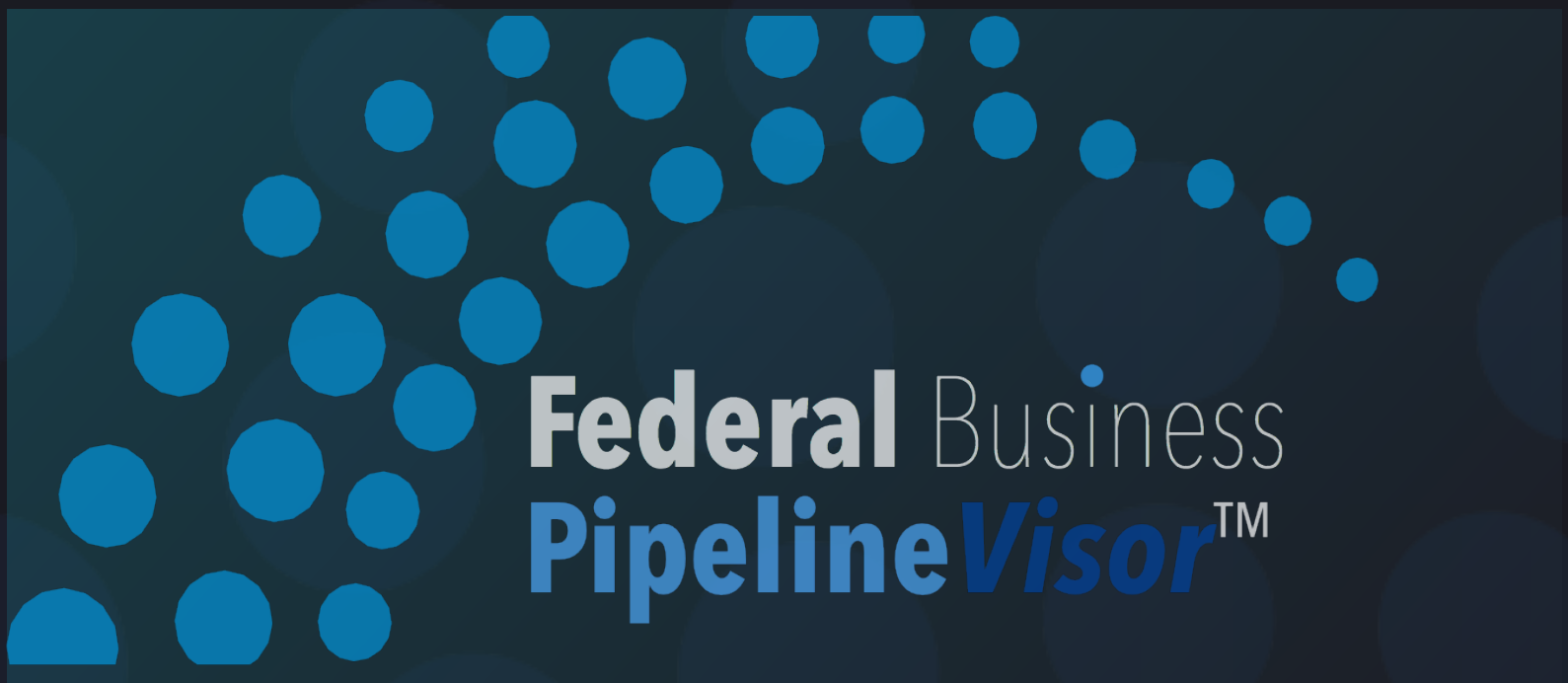
What we do

Aggregation of federal spending data

We maintain a subscription based intelligent knowledge-driven database application of unprecedented power serving information analytics and insights into federal spending

How we do it

Methodology

Today, all organizations expect the level of information to be pre-groomed and immediately useful to their needs. We are to be the market leader in this category since we pioneered it!

Anatomy of SuperSearch™
INTEGRATING POWERFUL OPTIONS FOR CLIENTS TO DO THEIR OWN SEARCHES

Federal Business
PipelineVisor™

44
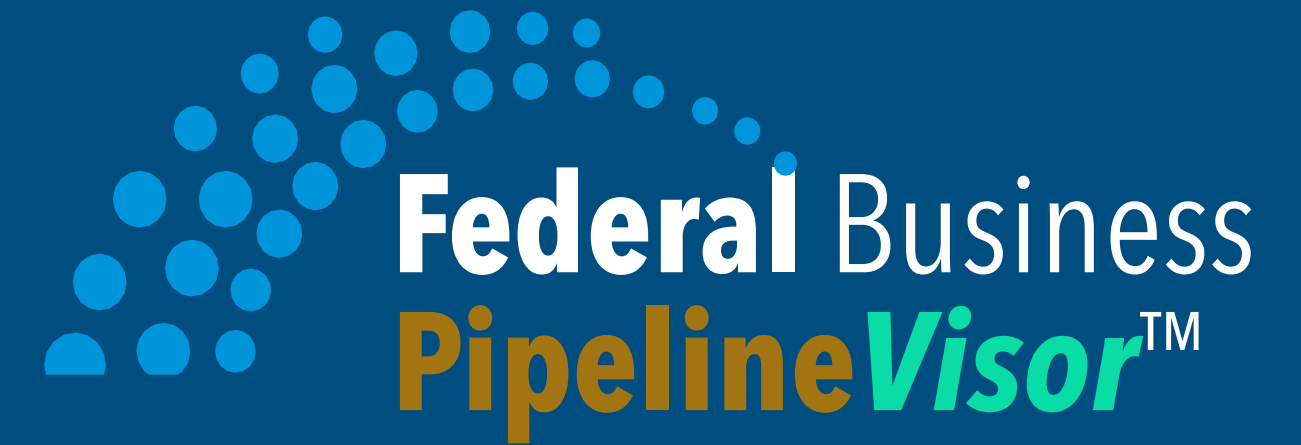
PipelineVisor™

FedSearch™

SuperSearch™

Federal GoalingView™
Federal MarketView™
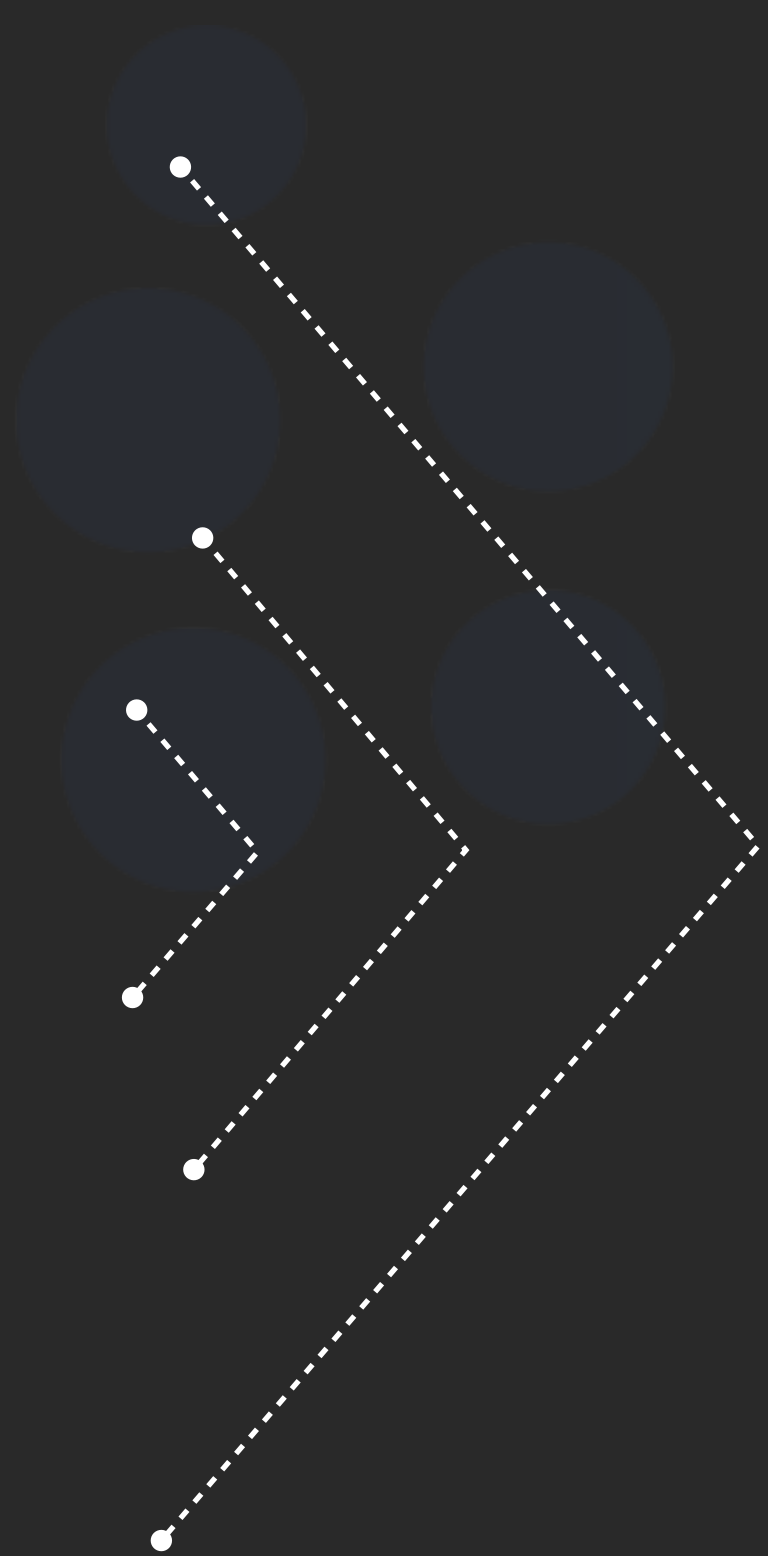
THE MOST
POWERFUL
BUSINESS WEAPON
IN THE FEDERAL
SECTOR

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Federal Business Pain Points

How to Use Competitive Analysis for Your Growth Strategy

WHERE ARE ALL THESE OFFICES? - Challenges in locating offices issuing business
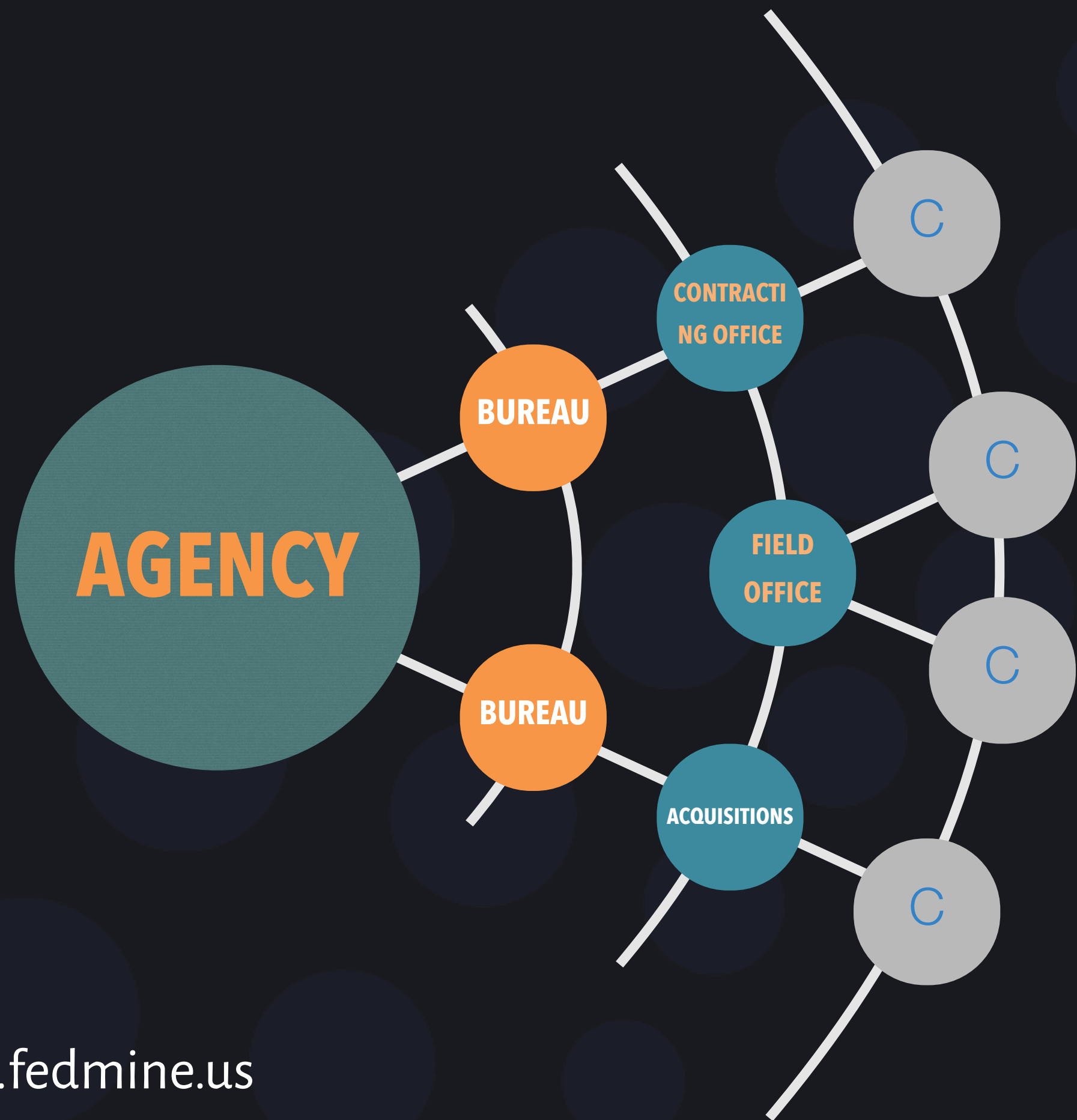
www.fedmine.us

Competitor Selection...really?

FEDERAL BUSINESS DEVELOPMENT - Competitive Intelligence

What Does the Past Performance Story Tell Us?

- How did they generate past performance to position themselves for sequences of similar types of work? (What was the chicken, and what was the egg?)

- What subcontracts have they been winning and awarding?

- Who do they tend to team with?

- How did they seem to transition to priming?

COMPARATIVE 9- YEAR SUB CONTRACTS REVENUE BY PRIME CONTRACTOR

Sub Contracts Received from each reported Prime Contractor	2017	2016	2015	2014	2013	2012	2011	2010	2009
078745061 - SCIENCE APPLICATIONS INTERNATIONAL CORPORATION	$795,133	$0	$0	$402,231	$427,059	$0	$0	$0	$0
834951691 - LOCKHEED MARTIN CORPORATION	$207,869	$0	$0	$0	$0	$0	$0	$0	$0
611641312 - SAIC, INC.	$0	$0	$0	$706,952	$4,904,055	$1,436,168	$1,032,297	$0	$0
008898843 - L-3 COMMUNICATIONS HOLDINGS, INC.	$0	$0	$0	$0	$0	$0	$71,662	$0	$0
964725688 - BOOZ ALLEN HAMILTON HOLDING CORPORATION	$0	$0	$0	$0	$30,000,000	$1,000,000	$0	$0	$0

Fedmine delivers high performance solutions well before due dates and below budget:

- **Customized Goaling Dashboards:** by VA component, to the VISN level with interactive graphs to monitor agency performance

- **Robust Market Research tool:** enhances the ability to conduct comprehensive market research, source qualified vendors in the shortest amount of time

- **Rich company profiles:** detailed government wide prime and subcontract awards history with multiple ways to analyze performance. Each verified firm has API integration into VetBiz

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- Ability to search within text of attachments to solicitation documents on FBO by keywords and short phrases

Federal Business Opportunities

INNOVATION IN CONTEXTUAL SEARCH - Go directly to original solicitation documents containing SOWs

Fedmine users now have the option to **request direct access** to search text contained in all documents attached to solicitations and synopses released on beta.SAM.gov.

In truth, we've been carefully testing our '**Textract**' environment using the **AWS Hadoop** platform, and inserting contents into **Elastic Search** for fast retrieval not just to search, but to download those documents.

And as a bonus, we've release our first version of our '**Concept Search**' feature, which allows copying and pasting entire sentences and paragraphs of text to search 'conceptually matching' documents for retrieval in less than 3 seconds.This is a tricky process, parsing heterogenous document formats, for example; xlsx, docx, txt, pptx, pdf, html amongst others. Extract content, optimize it on the fly, before insertion into our database takes a lot of resources

process and analyze by the FEDMINE application. This process is well known as **ETL**, or extract, transform and load.

Federal Business **PipelineVisor**™

SuperSearch™

Spending by Schedule & GWAC/IDIQ

FEDERAL BUSINESS DEVELOPMENT - Contract Vehicle Research

⚙ SPENDING BY GSA

GSA	Total Awards			SB			SDVOSB			Verified SDVOSB			UnVerified SDVOSB		
	$ Obligated	# of Actions	# of Cos	$ Obligated	# of Actions	# of Cos	$ Obligated	# of Actions	# of Cos	$ Obligated	# of Actions	# of Cos	$ Obligated	# of Actions	# of Cos
70	$458,984,631	908	202	$100,072,700	657	145	$32,493,942	138	45	$26,812,860	134	42	$5,681,082	4	3
36	$185,160,572	857	66	$11,522,785	314	49	$5,117,841	121	10	$5,137,316	120	9	$-19,475	1	1
65 II A	$158,554,694	3,706	267	$49,734,869	1,827	183	$21,609,056	708	41	$21,542,729	703	38	$66,327	5	3
66 III	$90,024,290	890	20	$343,803	44	3	$0	0	0	$0	0	0	$0	0	0
621 I	$83,274,285	501	76	$26,420,955	376	57	$11,662,602	167	12	$9,738,313	115	9	$1,924,289	52	3

A Brief History Of Starting A Cashless Operation

A SOLO BASEMENT OPERATION - But with perseverance and faithful commitment

Fedmine was created based on Ashok's first-hand experience

Fedmine was the first, and remains the only complete market intelligence platform that offers comprehensive integration of federal spending data.

Most agencies consider fedmine to be an essential part of their acquisitions toolkit, and encourages prime. Contractors to consider it for business development, as it helps both sides to be using the same data sets.

founded in 2007, Fedmine is still the only `true` SaaS platform in federal market intelligence space.

2004

Idea: A company gets started

Small Businesses account for close to 98% of all active contractors in 2020, yet only a fraction of those will win any substantial chunk of business in 2020

2010

Company is tapped by SBA for Goaling

Federal government agencies have never been targeted by industry with SaaS solutions, because to do so, would be to create a solution and then go hunting for customers. **This makes it hard if not impossible for them to compete on our turf.**

2014

Company tries to expand

I continue to drive and survive the solo effort in a market where people want to buy only from established players due to perceived risk of an unknown vendor apart from time to learn a new system

2020

Increase in commercial business

The federal market is severely under serviced, a gap driven further apart due to the usual home-grown-opportunity-driven variety of solutions sporadically peddled without strategic needs fulfillment.

FEDMINE Analytical Perspectives | FEDERAL Agency Analytics   SuperSearch™   FedSmart™   Federal GoalingView™   PipelineVisor™   Not a Fedster?

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The Tools to help you monitor everything

WE UNDERSTAND FEDERAL DATA - IT IS A REQUIRED SPECIALIZATION - If we are to do it effectively

FedCycle

FEDERAL BUSINESS WORLD
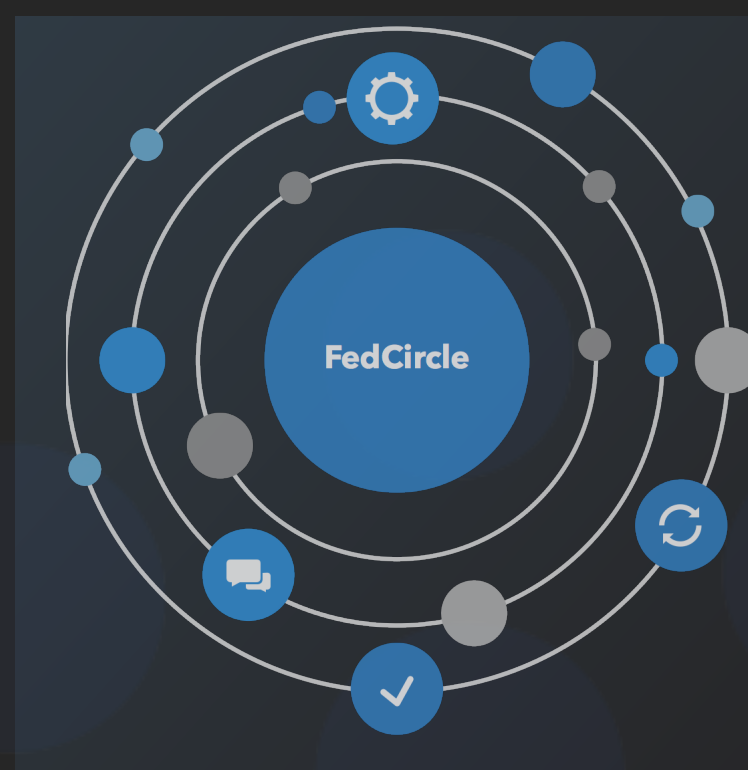
FedUniverse

MONITOR THE LANDSCAPE

FedCircle

ADDRESSABLE MARKETS

Reporting Suites

READILY USABLE DATA

Pipeline Visor

OPPORTUNITY TRACKER

Hadoop Stack

CONCEPT SEARCH

Market Research

FEDERAL AGENCY PROFILES

Competitive Intelligence

PRIME CONTRACTORS

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Super*Search*™   FedSmart™   Federal Goaling*View*™   Pipeline*Visor*™   Not a Fedster?

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Leveraging Mobile Platforms

TRY OUR BETA VERSION - IT IS QUITE FUNCTIONAL - THE FIRST VERSION OF OUR MOBILE APPLICATION

PDF

907
FedMine Competitor Alerts.
+40 this week

Week

Mon   Tue   Wed   Thu   Fri   Sat   Sun

— Peak zone   — Average zone

PDF

745
Average Montly
Excerpts

Top Contractors Report

PNG

234 FIRST TIMER ENTRIES

7

5

🔒 Login to Fedmine

An exclusive feature of FEDMINE

Big Data Simplified. Real Time | FedMine SaaS Platform

FEDMINE.US
Big Data Simplified. Real Time.

FEDMINE Analytical Perspectives | FEDERAL Agency Analytics   Super*Search*™   FedSmart™   Federal Goaling*View*™   Pipeline*Visor*™   Not a Fedster?

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Federal Analytical Suites

CURATING SOLUTIONS FOR CONTRACTORS AND FEDERAL AGENCIES - Leveraging the same data sets for both sides

FedLite ™

FedCircle™

SuperSearch™

FedSmart™

Federal GoalingView™

SuperSearch™

GovCon just got easier

Real-time Data

FEDMINE simplifies big federal spending data by connecting contract awards to upcoming business opportunities in real-time. This is made possible by aggregating disparate data from authoritative federal sources into a single database that is powered by a modern user interface.

Fedmine has **curated** more business **innovations** in making disparate federal data sets **addressable** than any other in its **15 year history**

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