

SeaPort-e Contract



NOWLEDGE
CAPITAL ASSOCIATES, LLC
Applied Research, Knowledge Applications and Management Services

PROFESSIONAL SERVICES

Analytics

Systems Engineering

Logistics

Program Management

Training



SeaPort-e Customers

- Naval Sea Systems Command (NAVSEA)
- Naval Air Systems Command (NAVAIR)
- Space and Naval Warfare Systems Command (SPAWAR)
- Naval Supply Systems Command
- Military Sealift Command
- Naval Facilities Command
- Strategic Systems Programs
- Office of Naval Research (ONR)
- Defense Threat Reduction Agency (DTRA)
- U.S. Marine Corps

Additionally, activities may provide limited support under this contract to other DoD, non DoD or Joint agencies for work that is integrally related to product areas and mission.

Team KCA



Harnessing Power & Navigating Change

TAKING THE HELM TO DELIVER PROFESSIONAL SERVICES

To support all SeaPort-e customers, KCA has forged a seasoned group of proven researchers, scientists, engineers, thought leaders, business practitioners, and solution providers. Our lean blend of select small and large business partners harnesses the competencies, capabilities and capacities required to deliver best-in-class professional services across all 22 functional areas, in all seven geographical zones in SeaPort-e. Team KCA has a singular focus...deliver measurable value in the form of world-class engineering solutions, significant financial savings and return on investment (ROI) and real program/operational impacts.

For additional information on SeaPort-e, please visit: <http://www.seaport.navy.mil>

Notably, Team KCA is not a loose confederation of defense contractors. By contrast, our KCA staff has worked intimately with each of our partners in the past to conduct applied research, develop applications/products and provide management and technical services to Government customers. We enjoy long-standing team and customer relationships devoted to deeply understanding enterprise requirements, solving the toughest of engineering problems, maximizing the operational investments of critically restrained resources, and delivering enterprise solutions with real operational impact. The depth and breadth of our shared team experience allows us to fully partner with our customers and quickly and appropriately identify, tailor and apply industry standards and best practices to achieve their goals and objectives.

The Team KCA Difference

A TEAM FORGED BY FIRE, WITH INTEGRATED APPROACHES, AND A PROVEN RECORD OF DELIVERING RESULTS



KCA Founder on USS Nimitz circa 1977

FORGED BY FIRE

Our knowledge and demonstrated dedication to the Navy-Marine team has its roots in nearly four decades of experience in serving this community. We have tested, real-world experience in meeting the critical needs of warfighters. Our team members

have deep and wide experience in supporting the development, deployment and sustainment of critical operational capabilities. We also bring to bear some of the brightest minds to conduct applied research and develop advanced technologies that reduce the risks to Marines, sailors and civilians in combat.

ENGINEERING SOLUTIONS

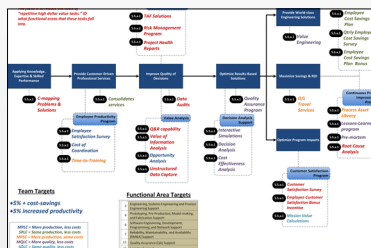
- Harness science and technology to solve the most difficult problems in the most complex operational environments

COST SAVINGS

- Realize ***economies of scope*** by structuring enterprise architecture for business agility to shape the impact of change
- Generate ***economies of efficiency*** by recapitalizing assets and investments and reducing the average cost of delivering (and sustaining) services or producing work products
- Demand ***cost effectiveness*** by optimizing the operational impact (and unintended collateral benefit) of a given dollar of investment

OPERATIONAL IMPACT

- Meet warfighter goals and objectives Measurable.
- Track, assess and forecast project, program and portfolio performance
- Measurably shape operational outcomes



INTEGRATED PROCESSES

Our approach to providing professional services focuses on tightly coupling **effort** with **results**—the achievement of specific customer program, business and operational goals and objectives. To best support Sea-Port-e customers, we have

worked with our partners to develop a Harness and Navigate Model (**HNM**). Our **HNM** blends KCA's methods for applying organizational knowledge with partner best practices, and applies research in Macro Cognition¹ to address the processes and functions required to complete complex tasks. To apply the **HNM**, our team harvests, represents and applies the most relevant knowledge and expertise to drive performance (i.e., implement policies, processes, procedures, training, collaborative performance, systems engineering, etc.).

Our integrated approach helps us to set the conditions for success in meeting critical goals and objectives by better allowing our customers to **Harness the Power** of their enterprise experience, resources, competencies, capabilities and capacities. This approach also enables our team to provide customer-driven services and improve the quality of customer decisions at all levels within their organizations. Quality Decisions, however, require the ability to **Navigate Change**—anticipate and manage risks and seize emergent opportunities. To help our customers, we team with our customers to help optimize their ability to perform management functions required to successfully **Navigate Change**—specifically, to plan, coordinate, detect and adapt. We tailor management processes that improve their ability to:

- Manage attention of decision-makers on decisive elements of performance
- Understand risk and uncertainty associated to critical decisions
- Leverage advantages and opportunities to optimize desired/required results
- Maintain common ground across all equity owners throughout the lifecycle of projects, programs and portfolios

¹Klein, G., Ross, K. G., Moon, B. M., Klein, D. E., Hoffman, R. R., & Hollnagel, E. (2003) Marcognition. *IEEE Intelligent Systems*, 18(3), 81-85.





DELIVERING RESULTS

Team KCA provides a line-up of recognized defense industry partners with proven methods and established reputations for rapidly delivering *world-class*

engineering solutions, unmatched returns-on-investments, and measurable operational impacts.

All Team KCA partners have something in common—the view that, success has one measurement...the categorical satisfaction of our customers. Likewise, our customers also have something in common as well—they all desire timely, affordable and innovative solutions to their most complex and critical problems.

Simply stated, Team KCA provides SeaPort-e customers with a low risk, low cost team that can be counted on to deliver high impact results.

Innovative Solutions. We turn innovation into measurable value to our SeaPort-e customers by tailoring and applying our proven approaches to:

- Provide Customer-Driven Services (**CDS**)
- Improve Quality Decision-Making (**QDM**)
- Deliver Results-Based Solutions (**RBS**)



Measurable Operational Impact



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