

Duke Tech Solutions Inc.

Capability Statement

Our quality, focus and dependability make you successful



Brief Description

Duke Tech Solutions Inc. (DTS) is a business strategy and transformation consulting group. We were established in 2012 in the State of North Carolina. We bring our inter industry knowledge in strategy, transformation and execution aspects of large organizations to public and private sector clients. We have executed 50+ major business initiatives ranging from multi-year business transformation planning to training of a 1000+ people organization.

Service Offering

Business and Technology Strategy: We assist with business and technology strategies for different federal verticals.

Product: Strategy, roadmap, requirements

Technology: Analysis, RFP, Evolution

Operational: Strategy, Org. structure and RACI

Data Analytics and Forecasting: Our experienced data scientists and modeling team can solve the deep-rooted problems in different parts of your organization.

Rollout: Enterprise forecast, optimization, RFP

Resource: Forecast, RFP, organization productivity

Finance: Forecast, budget, business case

Program Management and Governance: Our experienced team that has led 100s of team members and ran significant product and service organizations can assist you with your program level challenges.

Planning: Finance, resource, schedule

Governance: Metrics, monitor, change management

Execution: Train, control, program manage

Differentiators

DTS brings wealth of inter-industry experience to the federal customers through these differentiators:

- Having 100+ yrs. of collective leadership experience
- Performing 50+ transformational projects in 5 yrs.
- Significant experience in advising senior leadership
- Integrating strategic, financial and operational views
- Problem-solving through applied analytics

Past Performance Example

Second Generation Transformation

Problem: A leading operator was evaluating its multi-year network transformation strategies. They approached DTS to assist them with the analysis, cost forecasting, and material preparation for the board of directors to convince them of their roadmap and hence the request for multi-billion-dollar incremental funding. (Refer to next page for more past performance).

Outcome: DTS successfully assisted in securing an incremental \$2B for the leadership from their board.

Company Snapshot

CEO Nadima Kausar

Certificates WOSB, WBE

CAGE Code 83DA2

DUNS Number 018184909

Business Size Small Business



NAICS Description

541513 Computer Facilities Management Services

541611 Administrative Management and General Management Consulting Services

541618 Other Management Consulting Services

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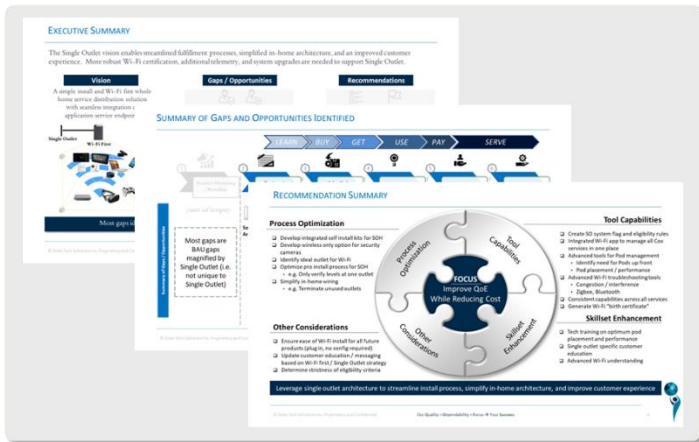
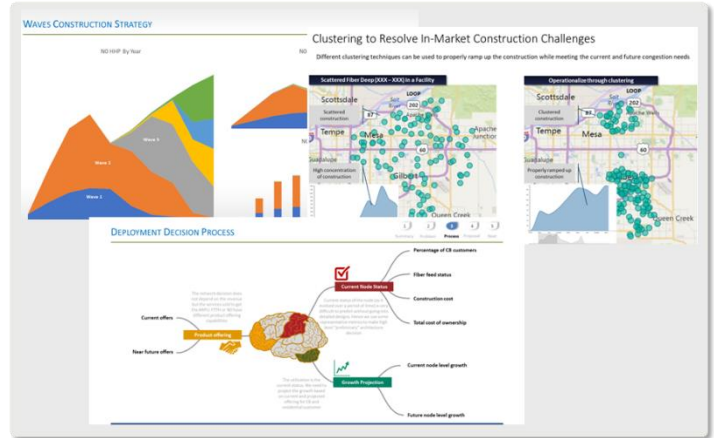


Additional Past Performances

Upgrade Transformation Planning

Problem: A leading service provider needed to operationalize their high-level network transformation plans. This included planning projects in a manner that would optimize design and construction from resource and cost points of view. All this had to be done while ensuring the right projects were completed in time and under budget.

Outcome: Accurately forecasted 10 year multi-billion-dollar funding and its spending allocations that reduced budget variances and program delays.



Strategy Gap and Cost Saving Analysis

Problem: The client was looking to roll out a new product strategy and wanted to understand current gaps associated with processes, skills training and tool capabilities. They were also wanting a framework for an informal trial to test the concept and validate initial recommendations and assumptions. Finally, they wanted a cost model that scoped market size and analyzed cost savings and avoidance.

Outcome: DTS assisted with the strategy analysis and provided guidance on best cost savings opportunities. The client was shown over in potential \$150M savings.

Labor Market Analysis and RFP

Problem: A leading service provider is investing in a multi-billion-dollar network upgrade. One of the major risks that they are facing is the labor availability and associated costs. They asked DTS to assist them in running the labor strategy and RFP.

Outcome: In addition to de-risking their \$B investment, the client accomplished a projected \$100 - \$150M reduction in the overall labor spend based on the structured analysis and recommendations from DTS.

