

## Capabilities Statement

[www.ASK-consulting.org](http://www.ASK-consulting.org) | 440-884-4275

### COMPANY SUMMARY

Analytical Solutions by Kline (ASK) has been providing IT Consulting/Contracting services to the private and public sectors since 1991. ASK is SBA **8(a)** Certified and a woman owned small business (edWOSB) registered with SAM & SBA.

ASK has experience with numerous applications and technical skills; and exhibits a commitment to quality, a passion for the work, and the flexibility to provide the best solutions to our customers. Our commitment to providing high quality services has resulted in clients **consistently bringing us back** for additional contracts and/or extension of the original contract for additional services. ASK's people have strengths in **data management, analysis and the design of solutions: very strong mainframe and IDMS skills**. ASK has been approved as a Service Provider and provided training for Broadcom/CA, Inc.

### IT CONSULTING SERVICES

ASK provides the following types of services:

- Database Development
  - **IDMS**, Oracle, DB2, SQL Server, Teradata
- Project Management
- Performance Tuning / Improvements
- Data Base Administration, Systems, Security
- Data Architecture / Application Architecture
- Healthcare IT
- Data Analysis. Business Analysis
- Mainframe Applications & Modernization
  - IDMS, DB2, Adabas/Natural, IMS, Datacom
  - ADSO, DC-COBOL, SQL, CICS
- Data Migration, ETL, BI, Data Warehouse
- Analysis-Requirements, Application, Functional
- Data Cleansing and Anonymization
- Data Governance

### EXPERIENCED STAFF & MANAGEMENT

Cynthia Kline, ASK's President, has 30+ years of experience in IT in all phases of SDLC plus work with Agile and RAD. She communicates effectively with users and management (including C-level), as well as technical and support staff. ASK has accomplished Project Managers.

ASK employees have the ability to design, manage and implement solutions with a balanced approach; having experience in both database and application development, including for **critical high-volume, high availability systems**.

### NOTABLE ACCOMPLISHMENTS

- Redesigned process to **reduce execution time** of critical applications by over 20% - FNMA
- Developed automated **systems monitoring** process to **save over \$100,000 / yr** - FNMA
- Designed and implemented solutions to **reduce deadlocks** by 75% -UMMC
- **Excellence Award** for leading the NEXIS Restructure project; business process improvement and database design
- Redesigned the IDMS database and applications to **reduce nightly run time** by **over 90%** - GE
- Seamlessly absorbed Project Lead duties for unfamiliar systems during staffing emergency— FEMA
- Provided customer value and reduced costs; customer was able to replace 10 employees with just 3 to 4 ASK consultants - CCF
- Wrote **Data Governance policies SC DOE**.
- **Open Ratings** scores 98 to 96
- ASKed to write **White Paper** for USCIS

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### PAST PERFORMANCE

**Government** (sub-) contract work includes:

- **US NAVY** – Classroom Assessment
- **SC Medicaid** – Data Architecture/Conversion, Business Analysis, Project Management, QA
- **Clemson**–IDMS programming/analysis, modernization. Project Management
- **State of SC**. DBA, Systems & PM. ADABAS
- **USCIS (DHS)** – SME for replication (IDMS-Oracle)
- **FEMA** - Data Migration Lead - Public Assistance grants management system. Analysis. OWB.
- **FEMA** – Data Architect/Developer. PRISM project. Financial systems. Oracle. Project Lead
- **DHS**-Business Systems Analysis. DB Development  
**DOJ** sponsored IDENT-IAFIS project; biometrics EABM. Interacted with JABS and **JTTF**.
- **DHS (ICE/CBP)** - BSA and Oracle Database Developer; included password verification and support, UAM, K-9 officers in Border Patrol.
- **US-VISIT** – Test data generation; incl. biometric /fingerprint data and for anonymization of PII.
- **Fannie Mae** – Performance Tuning. Developed solutions to save over 20% of critical path time.
- **USDA**- PLAS. Analysis. Programming.
- **SC Department of Education**. Data Governance.
- **UMMC** – University of Mississippi Medical Center - Performance Tuning. BPI.

**Private Clients** include:

- **ARC** – DBA. ADABAS. Ab Initio. Security. Upgrades
- **MSU** – Data Migration. MF Decommissioning. PM
- **Cleveland Clinic** – Project Mgmt. EPIC. IDMS. BI. Development. Pharmacy Informatics. Analytics. ETL
- **Sunquest** – EPIC SME. Consulting
- **LEXIS-NEXIS** - Led the NEXIS Restructure project. DBA MSP. Billing. Royalties (IDMS, DB2)
- **Private (B2B)** -DB upgrade. Applications. Managed Services. Performance Improvements. Modernization
- **WSSC**–Asset Management/Data Analysis/Analytics
- **SW-Y2K** project lead responsible for approx. a dozen applications; hundreds of remediations. IDMS SME
- **GE** - Managed project team. Re-architected IDMS database & application. Reduced run time over 90%.

### Analytical Solutions by Kline

#### (ASK) at a Glance

DUNS #: 120151514

Cage Code: 5C393

Business Structure: LLC

State Registration: Ohio

Open Ratings: 96 to 98

- 8(a) SBA Certified Small Business
- Woman Owned Small Business (WOSB), Cleveland Female Business Enterprise (FBE), Regional Small Business (RSB)
- 25+ Years IT Consulting Experience
- Senior-Level Subject Matter Experts
- IT Services & Healthcare IT
- Federal, State, Local Government Experience
- Commercial & Healthcare Customers
- Primary NAICS: 541512, 541511
- Secondary NAICS: 541519, 518210, 541513, 541611
- Technological Focus Areas:
  - ✓ Database, Systems & Data Management
  - ✓ **IDMS, Oracle, DB2, ADABAS, etc**
  - ✓ **Data Migration**
  - ✓ Performance Tuning
  - ✓ Project Management
  - ✓ Healthcare IT (EPIC, Cerner, etc)
  - ✓ Data, Business & System Analysis
  - ✓ **Mainframe Applications & Modernization**
  - ✓ Data Cleansing and Anonymization
  - ✓ Data Governance
- GSA Schedule 70: 47QTCA19D00FQ
- GSA 8(a) STARS III: 47QTCB22D0644