MODUS OPERANDI®
Smarter Decisions. Delivered.℠

CAPABILITY STATEMENT

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Unique Entity ID: HMADMY8YKVP5
CAGE: 1BN77
GSA Contract: 47QTCA19D00AA

NAICS:

511210	Software Publishers
518210	Data Processing, Hosting, and Related Services
519190	All Other Information Services
541330	Engineering Services
541511	Custom Computer Programming Services (Primary)
541512	Computer Systems Design Services
541513	Computer Facilities Management Services
541519	Other Computer Related Services
541611	Administrative Management and General Management Consulting Services
541613	Marketing Consulting Services
541614	Process, Physical Distribution, and Logistics Consulting Services
541618	Other Management Consulting Services
541690	Other Scientific and Technical Consulting Services
541715	Research and Development in the Physical, Engineering, and Life Sciences (except Nanotechnology and Biotechnology)
541990	All Other Professional, Scientific, and Technical Services
611420	Computer Training

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Modus Operandi provides decision support software that saves analysts >60% of research time, revolutionizes the management and delivery of training knowledge and saves millions in wasted program costs due to the impact of fraud, waste and abuse or requirements changes.

COMPANY

Modus Operandi is a software company serving the U.S. defense and intelligence community. Movia, our Living Intelligence software, enables organizations to quickly leverage the value of their data for faster and higher-quality decisions. Your satisfaction is assured with our proven Customer Engagement Process. We are a business with the agility and technical expertise to expeditiously respond to emerging customer mission requirements.

Our Promise to our Customers: *We promise to improve your decision-making process and resulting outcomes.*

DIFFERENTIATORS

- **>150** DoD & IC Customer Small Business Contracts **successfully executed**
- **97% Net Promoter Score**. NPS is a surveyed rating of a customer's likeliness to recommend us to others. Software industry average is 28%
- Received **enthusiastic customer recommendations** by saving time and money with document **digitization, intelligence analysis, requirements management**, and **fraud, waste & abuse** solutions
- **$40+ million invested** in technology development
- 35 years of providing improved mission capabilities
- 96% of technical and executive employees hold **security clearances;** 61% have **BS/BA** and 35% have **advanced degrees**
- Headquartered in Melbourne, Florida, with personnel in Aberdeen, Maryland, and Huntsville, Alabama
- We make our customer's vision our own

> **"Ultimate professionals, your team really brought the vision to life and I'm so grateful. No one could ask for a better group to work with"**
>
> *- DoD Customer*

CORE COMPETENCIES

Customer Engagement Model – Our proven five-stage model **minimizes risk** of cost/schedule overruns and customer expectation underrun.

Agile Environment – Rapid development of new features with each 2-week sprint, collaboration on planning, timing input, design impact, insight, and **continuous customer progress updates.**

Highly Skilled in the application of AI/ML, Object Management Systems, semantically-anchored machine learning, cloud services, Course of Action solutions, integration of disparate data sources for common ISR picture, and more.

Movia™

Movia orchestrates human and machine analysis to deliver the edge you need in critical decisions.

- Your brain builds answers by associating pieces of data together, based on patterns you have learned.

- **Movia thinks like you do,** building connections from all things learned.

- Movia ingests your team's data, breaks each page or item down into **information objects**, enriches these objects with extensive metadata using artificial intelligence and semantically anchored machine learning (AI/ML) and then weaves them into a knowledge graph, **making each object 'smart'.**

- When you query Movia about a topic, your **content writes itself**, bringing precisely the right objects together in the format you need, with helpful, dynamic visualizations for fast comprehension.

- **Movia includes:** AnalystWorkbench™, Ingest, World-Class Editor, Integrated Workflow, Document Comparison, Secure Collaboration, InfoSec, Course of Action Recommendation and more

"You just reduced our research time by 90%" *- Satisfied DoD Customer*	**"This revolutionizes our entire operation"** *- Satisfied DoD Customer*

EXAMPLES OF PAST PERFORMANCE

- **Small Business Prime Contractor** on IDIQ contracts for USAF Metis II, USAF ABMS, Army RS3, Navy SeaPort-NxG and USAF DMO vMDC.
- **Missile Defense Agency** – Developed machine-learning system to extract and normalize relevant concepts from a system's current and future capability along with modeling & simulation scenarios to facilitate inference and reasoning. Developed system for left of launch sensor situational awareness. Developed system to detect fraud, waste and abuse that is being considered for wider deployment. Developed requirements management system to detect and highlight unforeseen impacts caused by engineering changes.
- **Air Force** – Modernizing the management and delivery of TTPs. Developing multi-domain cyber information management system.
- **Army CECOM, PM Sensors-Aerial Intelligence** – Developed system for enhanced situational awareness for manned, airborne and ground based sensor platforms and systems. Developed high-throughput, small-footprint cross-domain solution for airborne systems.
- **Air Force Research Laboratory** – Developed data evaluation, modeling, and visualization tools.
- **Air Force ABMS** – Aggregating data from various sources, creating knowledge with object management system.
- **Air Force Research Laboratory** – Developed engineering change process and lab process flow optimization.
- **Office of Naval Research** – Developed machine-learning analytics for pattern of life analysis over spatial, temporal, network and statistical data. Developed scalable semantic enablement for situational awareness / advanced persistent threat analysis.
- **AFTAC** – Maintaining / enhancing knowledge management system for over 16,000 users.
- **Army Research Office** – Developed small field-expedient analysis system. Developed team effectiveness.
- **Defense Intelligence Agency** – Supports congressional reporting of metrics for National MASINT collection.
- **NASA** – Providing Course of Action recommendation system for crew members performing maintenance.
- **Joint Staff** – Course of Action AI/ML analytics for enhanced global force management.
- **Achieved multiple Phase III SBIR awards for commercialization of Movia product.**