

HB Gary Federal Waterfall questions (see HB Gary provided Waterfall summary for details)

2010/11 Revenue Questions

- What was HB Gary Federal's actual revenue for CY2010?
 - \$221,200.55
- Are the 2010 values in the waterfall actuals? Is there any historical information wrt to comparing actual to forecast?
 - Actuals. Our Waterfall is a working document that continuously update so do not have completely forecasted values for 2010, but we have some. I will send our working pipeline we store in Google Docs as part of this submission.
- What is the CY2011e revenue? 2012p?
 - Attached as part of the submission. Working on 2012p. 2011e right now shows \$5.61M factored which seems high.
- Please map HB Gary Federal's current employees to their assigned contract(s).
 - Mark Trynor: CID-1
 - Ted Vera: CID-1
 - Aaron Barr: CID-1
 - Darel Griffin: Vulcan/Gatorbait (in-hire process)
 - TBD: Vulcan/Gatorbait (recruiting process)
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- How many active contracts does HB Gary Federal have going into CY 2011? What is the revenue stream and PoP of each?
 - CID-1 (1.25 FTE)
 - Vulcan (2 FTE)
- All quarters appear to be treated equally in the waterfall. What method of forecasting revenue is used? Are contract start dates used in calculating revenue?
 - Estimated / published RFP, award, and POP dates are used. Revenue is factored by Target Value * PWIN.
 - PWIN is estimated based on incumbant status, teaming, past performance, proposal reviews
- A one-time occurrence of \$500k of revenue appears in Q1 of 2011 attributed to CIG Spec Proj. Is this revenue associated with labor? What is the period of performance associated with this contract? What is the scope of the contract requirements? When in Q1 will the revenue be realized?
 - Revenue is labor.
 - POP is TBD
 - Sole-source, classified contract.
 - Revenue will be realized XXX in Q1
- Corporate Campaign revenue ramps from \$50k in Q4 2010 to \$300K in Q1 2011 increasing to a steady state of \$500k through 2012. Is Corporate Campaign a single contract or a series of contracts resulting from "campaigns". Is the revenue in the waterfall attributed to a single contract or multiple contracts? What explains the 600% ramp up from Q4 2010 to Q1 2011?
 - Currently Corporate Campaigns is projected as a single contract with the original \$50K associated with a month long pilot project. The increase is due to transitioning from the pilot to a full program.
- What explains the 100% gains in revenue for LA/COL, Virtual Operations, TSA ITSS, and COIN in the period between Q4 2011 and Q1 2012?
 - Estimation on growth based on confidence that once we are awarded work in these organization for initial effort we will grow to provide greater capability across more of the organizations mission requirements.
- The waterfall contains contracts or programs with no associated revenue. Specifically, Sirius, AF 92nd; IARPA Rose, Pegasus; CIMS, AFRL ACT, and Asteroid. These appear to be pipeline contracts with revenue potential for 2011. When event triggers inclusion of

projected revenue from these opportunities into the waterfall?

- Sirius: Negotiating work share with prime.
- AF 92nd: Expected to team with TASC, but do not have TA in place. In addition another contractor has requested we join their team. Revenue will be added if/ when we secure a position on a team.
- IARPA Rose: We are on a team. TA does not give us guaranteed work-share. This is an IDIQ contract. Revenue will be added on a Task Order basis.
- Pegasus: Negotiating work share with prime.
- CIMS: This is a large IDIQ. Revenue will be added on a Task Order basis.
- AFRL ACT: Negotiating work share with prime.
- Asteroid: We are on a large team. This is an IDIQ contract. TA does not give us guaranteed work-share. Revenue will be added on a Task Order basis.
- Pegasus: Teamed with Mantech and TASC. No agreed workshare at this point.
- Brookhaven: New contract opportunity. Teamed with General Dynamics AIS. 1 person for 4 weeks initial evaluation.
- What is the Pop and contract Start date for COIN?
 - RFP expected in February. Estimate POP 3-5-2011 to 3-4-2016 (1+ 4OY)
- What is the PoP for the ManTech prime Gatorbait contract?
 - March 2011 - Feb 2012 Base, plus 4 OYs.
- What explains the ramp up and immediate ramp down of the Q4 2011 revenue associated with SM training? What are the labor headcounts associated with this revenue? Specifically, is the revenue derived from increased in labor or from delivery of training services (e.g. classroom/web-based students).
 - Immediate ramp up and down of revenue is due to training opportunities being short-term in nature.
 - Labor headcount is 1 instructor (Aaron)
 - Delivery of training services both classroom and web-based.
- What probability of occurrence (win) is associated with the revenue associated with DST, SM training, and TSA ITSS?
 - DST: 75%: customer stated they plan to fund in Q1 2011 as a high priority task.
 - SM Training 80%: customer stated they plan to fund in Q1 2011
 - TSA ITSS 50%: customer cancelled procurement and issued new RFP with reduced scope.
- CID appears to be a current contract with a follow-on. Is the revenue associated with both the current and follow-on (phase II) contract captured on line 9 of the waterfall? If so, can the revenue from the current contract be separated out from the follow on? If not, how should I think about the revenue associated with CID? What is the current Pop?
 - Current POP: 11/2010 - 10/2011
 - We are also working the framework for CID2 which will entail Social Media research and development we expect and have been told we will be a part of. Do not know yet what the revenue will be.
- Is OIM projected revenue captured in the waterfall?
 - No this is new work. Teamed with TASC. Expected start is middle to end of January. Initial PoP is 6 months with an estimated \$200K workshare to HBGary Federal.
- What is the nature/scope of the COIN ROMAS work? How many FTE's would be associated with this contract if won? Is this a competitive pursuit or an expected sole source?
 - Nature / Scope: IT, web app development, graphics arts
 - FTEs: 30 total, 7-8 FTEs for HBGary Federal
 - This is a competitive pursuit