



## **Navy Marine Corps Intranet (NMCI): *Small Business Program***

### **Navy Marine Corps Intranet (NMCI) – A True Small Business Success Story**

EDS' commitment to the Department of the Navy (DoN) and the Navy Marine Corps Intranet would not be successful without the support of the small-business community. Correspondingly, the NMCI contract has been a tremendous opportunity for the more than 400 small businesses that have contributed to the success of the program since 2000.

#### **Exceeding Requirements**

Since its inception, NMCI has exceeded the minimum 40 percent small-business objective set for the contract, including 5 percent for small disadvantaged businesses, 5 percent for women-owned small businesses and 1.5 percent for HUBZone small businesses.

The 40 percent requirement includes the participation of lower-tier small businesses under EDS' large business partners, who define small-business utilization within their subcontracting initiatives. Large business partners use EDS' Small Business Reporting System to record their small-business utilization.

#### **Contract Participation**

As part of the NMCI program's small-business commitment, this section provides information and resources for small-business suppliers who want to learn more about participating in the program.

Interested firms are encouraged to complete the Supplier Engagement Form so EDS can evaluate proposed solutions and provide responses.

The completion of the Supplier Engagement Form is for informational purposes only and in no way constitutes an agreement or intent to enter into an agreement with EDS. Only EDS will review the information provided.

The NMCI program solicits participation from small firms primarily in the following categories:

- Teaming Partners – These small firms are included as part of the solution proposed to the DoN.
- Incumbents – Incumbents are small firms that provided the DoN with products or services prior to NMCI in areas that now fall under the NMCI program. This category includes firms with a direct (prime) or subcontractor relationship with the Navy or Marine Corps.
- EDS Protégés – These small firms formally participate in the EDS U.S. Government Mentor-Protégé Program.

The EDS NMCI Small Business Office assists the NMCI Subcontracting Management Team in identifying small businesses whose participation could enable EDS to meet NMCI small-business and performance requirements.

### **Large Business Partners**

To pursue opportunities in the following categories, refer to the respective EDS NMCI teaming partner:

- **Cable Plant**  
General Dynamics  
Jimmy Epps (Jimmy.Epps@GD-NS.com)
- **Connectivity**  
Verizon  
Daniel Lawn (Daniel.Lawn@verizonbusiness.com)
- **Network Design**  
Multimax, Inc.  
Bruce Trumm (btrumm@multimax.com)
- **Products/Services**  
Dell  
Chris Dolin (Chris\_Dolin@Dell.com)
- **Products/Services**  
Cisco  
John Klein (jklein@cisco.com)

Small businesses may participate in the NMCI program in the following categories:

- The Client Solutions and Services (sell through the NMCI contract to the DoN) category is for companies that have a product, solution or service for DoN end users (for example, personal digital assistants or PDAs).
  - The Contract Labor and Product Reselling category applies to incumbent small firms interested in potential opportunities to help EDS implement the NMCI program in the areas of staff augmentation and product reselling.
  - The Delivery Enhancement category is set up for companies that have a product, solution or service that will enhance EDS' delivery capabilities to the DoN (for example, servers).
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## Next Steps

### Contact Us

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EDS U.S. Government Solutions  
Small Business Liaison Officer

### Small Business Resources

[Small Business Reporting System](#)

## Related Content

### Visit the Web Site

[EDS U.S. Government Solutions Mentor-Protégé Program](#)

[EDS U.S. Government Solutions Small Business Program](#)

[EDS Supplier Diversity](#)

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## **NITC OMNIBUS CONTRACT**

### **N00178-07-D-5173, EJP1 – ENTERPRISE OPERATIONS SUPPORT**

Contractor: Opalsoft, Inc.  
1288 Kifer Road, Suite 201  
Sunnyvale, CA 94086-5328  
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Projects Director: Tony Niznik cell (925) 998-6524 [tony@opalsoft.com](mailto:tony@opalsoft.com)

Gov't TOM: Lisa Howard 982-2082                      Alt TOM: Donald Curtis 982-3296

### **N00178-06-D-4911, EJP1 – ENTERPRISE HOSTING**

Contractor: Visual Concepts  
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(805) 652-1347

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Gov't TOM: Iggy Gutierrez 982-2663              Alt TOM: Cindy Halk 982-2665

### **N00178-06-D-4852, EJP1 – ENTERPRISE BUSINESS SYSTEM**

Contractor: Rentfrow, Inc.  
P. O. Box 3497  
Ventura, CA 93006  
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