

## Capability Statement

### Core Competencies

ASCI Federal Services LLC provides the services that BAE Combat Mission Systems requires to help support your Base Operations Support, Facilities Management contracts or other operations with logistics support. Our core services include:

- Fleet management and preventative maintenance
- Fleet parts inventory management
- Bill of materials management and trademarked software
- Catalog and master data management
- Procurement support services
- Order tracking & expediting services and trademarked software
- Warehouse and inventory management and optimization
- Material staging services and trademarked software
- Material surplus, disposition, and exchange services

### Differentiators

- Impeccable safety record, evidenced by:
  - 0 Total Recordable Incident Rate (TRIR) for the past 24 months
  - .74 Experience Modifier Rating (EMR) as of 2022
  - 700,000 Total Man-Hours Worked Since Last Recordable Incident and more than 2.32 million hours since our last time-loss incident
- Management System that is compliant with ISO Standards 14001:2015, 45001:2018 and 9001:2015
- Recent experience managing more than 250k SqFt of warehouse space, 9 outdoor yards and multiple Conex containers across multiple customers and multiple states
- Processed more than 1-million line items of material with an average annual inventory value of \$300M and more than 100,000 individual SKUs at any given time.
- Implemented a warehouse optimization project to reduce the customer's total footprint by 69,000 square feet, for a 32% reduction.
- Implemented an inventory optimization project to reduce customer's total inventory by almost 50%, for a total reduction of more than \$200M.
- Saved one customer more than \$5M over a three-year period through inventory reduction, sourcing/transportation savings, and cost avoidance. This represented more than 31% of our total contract value for the same period in direct savings.

### Past Performance

The ASCI family of companies has the below relevant past performance. References can be provided upon request and can be found in SBA's Dynamic Small Business Search (DSBS).

- **Equinor US Onshore:** Provide warehouse and inventory management services in North Dakota, Texas and Ohio shale oil & gas fields to enable effective project management and inventory optimization, thereby minimizing surplus material and reducing customer costs annually by \$1.5M. We processed and managed roughly \$34M in inventory on their behalf each year. The average

annual contract value (averaged over the last five (5) years) is \$3.6M. This is still an active contract, which has been in place since June 1, 2015. They sold their North Dakota asset in August 2021 to Grayson Mill Energy and the contract support at that asset remained intact and transferred to the new operator and is still in effect.

- **Oil Search Alaska**: Provide contingent labor services in Alaska to support their oil field development on the North Slope of Alaska. We have provided long-term support for procurement, accounting and ERP system implementation and maintenance. Our employees have created efficiencies resulting in an average cost savings of greater than \$300k a year. The average annual contract value (averaged over the last five (5) years) is \$310k. This is still an active contract, which has been in place since January 1, 2019.
- **BP North America**: Provide master data and catalog services to support BP's global operations, cleansing and maintaining more than 1 million active records as well as assisting them with three major enterprise level system conversions. The average annual contract value is \$470k. This is still an active contract, which has been in place since January 1, 2020.
- **Hilcorp North Slope**: Provided procurement, warehouse and inventory management services for their oil field operations on the North Slope of Alaska, allowing them to successfully transition from BP Alaska to running the operation themselves. This contract was valued at \$2.3M and was held from July 1, 2020 through February 28, 2021.
- **BP Alaska (Supply Chain)**: Provided procurement, warehouse and inventory management services for their oil field operations on the North Slope of Alaska to optimize their processes, warehouse footprint and inventory levels. The most recent project completed was an inventory optimization effort that resulted in a 50% inventory reduction, which was greater than \$150M in savings. The average annual contract value (averaged over the last five (5) years) was \$14M and reached an annual value of \$29M at its peak. This contract was held continuously from April 1, 1999 until they sold their Alaska assets on June 30, 2020.
- **BP Alaska (BOM)**: Provided bill of materials support, which included physical walk-downs and tagging of 20+ year old equipment, thereby allowing the customer to reach a point where more than 65% of all safety critical equipment had Bill of Materials built with current manufacturer part information. We also custom-built a software tool, allowing them to capture data that no other system on the market at the time could handle. The average annual contract value (averaged over the last five (5) years) was \$450k and reached an annual value of \$2.5M at its peak. This contract was held continuously from June 3, 2010 until they sold their Alaska assets on June 30, 2020.

## **Company Data**

- *Small Business Standing*: WOSB, **certification pending through USWCC**
- *Name of Company*: ASCI Federal Services LLC
- *Employees*: Less than 25
- *DUNS Number*: 029171851 | *CAGE Code*: 8ZNA7 | *SAM UEI*: GQXLWN3MXPK5
- *CORE NAICS Codes*: 541614, 493110, 493190, 561110, 561210
- *Other NAICS Codes*: 541611, 541618, 561990, 488320, 541519, 541990, 541690, 488190, 488310
- *PSCs*: R706, R707, S215, R408, M1GZ, M1AZ, R499, S216, R799, R699, M1GD, M1JZ