



Coronado Group, Ltd.

Corporate Introduction

The Coronado Group, Ltd. is a specialized systems integration and professional services firm that provides system integration, technical analysis, management consulting, business development, and product strategy services in the area of new and emerging technology. By blending key technologies with business applications, the Coronado Group delivers business and product solutions that provide its clients with a clear competitive advantage in the marketplace while creating value in computing.

Today's technological environment is characterized by products covering a seemingly unlimited spectrum of functionality, size, features, and price. As a result, a clear, technical challenge exists when integrating diverse computer and communications environments with the relentless array of new and emerging technologies. Successfully integrating these technologies into business processes requires knowledge of both the technology and its practical application in a user environment.

The Coronado Group offers its integration and professional services to both end users seeking to add imaging, workflow, document management, e-government and constituent self service, and mobile computing to their information systems architecture, and to other systems integrators and technology developers seeking specialized support. The Coronado Group specializes in helping these clients to formulate and implement effective information system strategies.

The Coronado Group's solutions offer utility and productivity gains to users while protecting investments in existing technology and user productivity. The firm achieves this goal by focusing on studying and responding to needs of the users rather than by simply throwing technology at a productivity or computing problem. The Coronado Group's solution engineers analyze, design, and implement strategies to meet the needs of its clients while optimizing the capabilities of the vast array of technology and components.

Corporate Organization

Founded in February 1991, the Coronado Group was established on the principle that delivery of integrated information systems must create consistent value in computing and competitive advantage to its users. To achieve that goal, the Coronado Group has assembled an outstanding cadre of experienced technical and solutions engineering professionals under one comprehensive management umbrella.

The founders, Arleen Malley Zank and Vincent D. Corace, serve as executive officers of the corporation. As senior consultants, they also participate in the management and technical aspects of the firm's professional services and systems integration engagements.

The credentials of its management consultants and systems engineers reflect the Coronado Group's specialized focus on integration of image, storage, and card technology. The firm's resources include pioneers in the design, development, and implementation of integrated image, multimedia, and card solutions. These resources possess an extraordinary understanding of the application and implementation of this technology to assist clients in meeting their mission objectives.

The Coronado Group, Ltd. has developed a life-cycle systems integration methodology as its framework for executing program and integration engagements. This framework has become the



foundation of all our solution engineering and development efforts. This approach offers our clients:

- *Comprehensive integrated information systems and applications support throughout the life of their projects.*
- *Controlled risk through delivery of solutions built by seasoned and experienced professionals with hands-on experience implementing new and emerging technologies.*
- *Solutions built on industry standards providing application portability and reduction of reliance on a single vendor for solution delivery.*
- *Scalable systems incorporating common elements of operations and equipment.*
- *Technology Refreshment allowing integration of new and emerging technology into existing systems architectures and application environments.*
- *Sustainable system architecture which support changes in mission, workload, and integration of new and emerging technology onto a standards-based enterprise architecture.*

The Coronado Group's approach consists of four Project Phases, each containing service areas that may be tailored to meet each client's unique project and system objectives:

Phase 1: Program and Project Definition

- *Requirements, Feasibility, Cost Benefit Analysis*
- *Competitive and Market Analysis*
- *Business Process and Workflow Analysis*
- *Strategic Information Resource Planning*
- *Intellectual Property Evaluation and Strategic Support*

Phase 2: Solution Engineering

- *System Architecture Development*
- *Solution Design*
- *Solution Integration Strategies and Product Selection*

Phase 3: Implementation

- *Solution Development/Product Acquisition*
- *Systems Integration*
- *System Certification - Installation/Configuration*

Phase 4: Support

- *Solution Maintenance and Technology Refreshment*
- *Configuration Management*

When engaged collectively, these phases and service areas provide a logical, life-cycle flow that ensures that the Coronado Group meets all its client's specific solution development and technology requirements.



Comprehensive Approach to Project Engagements

The Coronado Group's approach to project engagements seeks to insure success by stressing:

Clearly Defined Project Objectives -- Project engagements are undertaken through structured definition of all tasks and deliverables. This approach allows project tasks of variable scope and duration to be accomplished while providing both the client and the Coronado Group with clearly defined expectations of project success.

Flexible Project Management -- The Coronado Group's project management approach minimizes technical and implementation risks associated with installation of integrated solutions while providing a flexible environment for solution design and delivery. The firm's project management approach recognizes and addresses the dynamic nature of designing and delivering complex information solutions. By ensuring a close relationship between the client and the Coronado Group's project manager, changes in requirements, technology, and objectives are addressed and projects are refined.

Modular Design -- Modular design of both project scope and systems integration provides a distinct technical and implementation advantage in the design and delivery of integrated solutions. The Coronado Group's project engagements incorporate both consistent project phases and associated services along with common elements of system design to deliver scalable and sustainable systems to its clients.

Comprehensive Project Design -- Developing an integrated user solution must address hardware and software as well as provide a comprehensive approach that addresses real world concerns. This includes transition and implementation techniques and plans that ensure successful migration of the organization and the system from the current environment to the new information system environment.

Sustainable System Architecture -- Future system enhancement and technology refreshment are critical to maximizing your return on technology investments. To allow its clients to capitalize on their technology investment, Coronado Group delivers solutions that are sustainable and scalable to accommodate changes in a client's requirements and workload while ensuring the system investment can support continuing integration of new technology as it becomes available.

The Coronado Group's management has formulated a pro-active corporate quality assurance and control program for all products delivered by the firm. These procedures ensure consistent delivery of high quality products and services. The Coronado Group, Ltd. employs structured management to ensure that all work and deliverables are completed on time and on budget.

The Coronado Group, Ltd. believes timely delivery and implementation of capabilities are essential to achieving the objectives of any project. To address schedule and implementation requirements, the firm has established procedures for monitoring project progress and status. These include regularly scheduled management and technical status reviews with clients, use of automated project scheduling, monitoring and cost tracking systems, and the pro-active involvement of the firm's senior managers.



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Summary

Based on its substantial systems integration experience and technical background, The Coronado Group, Ltd. provides its clients with comprehensive, yet realistic, technical approaches for providing innovative image, workflow, and document management systems through out the entire project life cycle. The Coronado Group's focus is on its client's requirements and delivery of quality products. The firm is committed to providing its clients with on-time delivery of project efforts, within budget, and as specified. The Coronado Group is uniquely positioned to deliver outstanding high technology services in the new and emerging technology, and integrated systems arena.

Corporate Information

Coronado Group is a C Corporation founded in 1991 organized under the laws of Virginia. Coronado Group is a Small Business. The corporation is privately held.

Coronado Group's DUNS Number is 79-653-0921

Coronado Group's CAGE Number is 3NNY7

The company operates under the following NAICS codes:

*54151 Computer System Design and Related Services
541511 Custom Computer Programming Services
541512 Computer Systems Design Services
541513 Computer Facilities Management Services
541519 Other Computer Related Services*

Coronado Group, Ltd. provides systems integration and professional services to public sector and commercial sector clients. It holds contracts with the Federal Government, with State Government organizations and with a number of commercial business organizations. The company's headquarters is located in Bethesda, Maryland.