Capabilities Statement

Quality Well Executed
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Corporate Profile

Linxx Global Solutions, Inc. (Linxx) was a service-disabled, veteran-owned small business until the spring of 2015 when we became an employee-owned company, or Employee Stock Ownership Plan (ESOP). We have contract service support offices across the United States and deploy hundreds of training specialists around the world in support of the U.S. Department of State (DOS). Our growing national and international business operations are managed from our corporate headquarters in Virginia Beach, Virginia. Over the last 11 years, Linxx has offered a wide range of training, security, professional staffing, program management, logistics and medical services support around the world. We support all branches of the Department of Defense (DOD), the DOD, the National Aeronautics and Space Administration (NASA), the intelligence community, the Department of Homeland Security (DHS), and other federal, state, and local agencies. Our commercial business operations are focused on the states of Virginia and Maryland. We are a small business in the following North America Industry Classification System (NAICS) codes: 325920, 511130, 541330, 561210, as well as a small business in the Navy’s SeaPort-e contract platform.

Linxx delivers value in four primary ways:

- Recruit, deploy, and manage special skill sets on and off government and commercial customer sites.
- Analyze challenges, develop solutions, and deliver effective outcomes.
- Provide program management support for human services-centric federal contracts.
- Create innovative technology-based learning products and mission support consulting products.

Strategic Business Relationships

Linxx is committed to executing federal contract business and commercial business in an ethical and customer-focused manner. We consistently earn high marks for performance efficiency, cost management, and responsiveness from our customers and teaming partners. We take great pride in our sustained track record of program management excellence and our International Organization for Standardization (ISO) 9001:2015 centered approach to quality assurance. For our federal business engagement strategy, Linxx seeks large, rapidly growing companies focused on building winning teams through high-value strategic relationships.

Corporate Quality Assurance and Quality Control (QA/QC)

To ensure the highest quality of program management, risk mitigation, and performance site performance, we recruit, screen, and employ individuals with superior professional records and high moral standards. Linxx is ISO 9001:2015 registered and has established sophisticated QA/QC protocols to ensure sustained, high-value deliverables for our customers and teaming partners. All Linxx executives and program managers are Lean Six Sigma certified. Our financial systems are sound and routinely receive high grades in all accounting performance categories during annual audits and Defense Contract Audit Agency (DCAA) pre-award audits.

Corporate Past Performance

Our published past performance ratings are superior and our customer responses to Government contracting inquiries consistently rate us as an exceptional company in the federal marketplace. Our commercial customers are regularly asked for performance experience insights and we consistently score high marks. Linxx delivers value, interacts smoothly with all levels of Government contract and Commercial business management and provides insightful and cost effective solutions.
Corporate Capacity

Linxx is a matrix-organized company with cross-trained staff at every level of professional activity. Our approach to business operations reduces staff overhead costs, fully leverages the talent of every staff member, ensures smooth workflow, and results in timely delivery of internal and external projects. We’ve invested in a hand-picked business development team recruited from other successful major defense industry firms. This team is routinely and successfully processing and supporting the data call demand signals of no less than nine strategic primes at any given time. Linxx formally and informally mentors and partners with all set-aside categories of small business.

Federal Contract Vehicles

- **Global Antiterrorism Training Assistance (GATA):** The GATA program trains civilian security and law enforcement personnel from partner nation governments in police procedures that deal with terrorism.
- **Warrior Training Alliance (WTA):** The WTA is an alliance of member companies dedicated to providing integrated training support to the warfighter.
- **SeaPort-e:** SeaPort-e furthers the Navy’s Seapower 21 objective to increase efficiency and allow for tailoring services according to the needs of geographically-dispersed organizations with significantly diverse product area requirements and missions. Linxx is a small business on this platform.
- **Space and Naval Warfare Systems Command (SPAWAR) Production, Installation, and In-Service Support Portfolio (PII):** SPAWAR PII is an IDIQ contract to provide electronic and communication services and solutions in support of mission capabilities for the U.S. Navy, Marine Corps, Coast Guard, Military Sealift Command, Army, and other entities designated by the SPAWAR Systems Center Atlantic.
- **Naval Education Training Center (NETC) Naval Training Products and Services (NTPS) MAC:** This IDIQ contract provides education training products and services for NETC in conjunction with the Naval Education Training and Professional Development and Technology Center.
- **Joint Force Development Services (JFDSS):** The mission of JFDSS is to develop and enable trained, ready, and adaptable joint and coalition forces for the regional and functional Combatant Commanders. We are teamed with SAIC to provide integration of joint training and lessons learned; the training and development of Interagency and multinational capabilities; and the provision of global joint and multinational operations support.

Commercial Medical Providers

- **Medical Providers:** Over 60 tier-one quality Physicians, Psychologists, Nurse Practitioners and Physician’s Assistants.
- **Expanding Customer Base:** The largest medical services provider of its kind in Virginia with over 70 facilities serviced 24/7, 365.
- **Concierge Medicine:** High-quality protocols and medical procedures ensure low return rates and healthier, happier patients.

Capabilities Summary

Linxx operates a lean business model and has an excellent record of rational cost controls and growth management. We are dedicated to improving the security, safety, and well-being of Americans at home, and around the world through insightful analysis, creative product development, and exceptional customer service. Linxx employs intelligent, business-minded professionals who understand program management, services delivery management, risk mitigation, and quality assurance. Our service offerings are divided into four categories: Security, Training, Logistics and Medical services.
Security Services

Linxx has extensive past performance successfully delivering security services to include: provider of the U.S. Navy’s counter-piracy security training since 2006; International Traffic in Arms Regulations (ITAR)-sensitive inventory control in support of the U.S. Army Global War on Terrorism aviation initiatives; infrastructure security services for two NASA Research Centers; U.S. Coast Guard land/maritime security at six locations; Department of Homeland Security (DHS) security in New York and Connecticut; and several significant commercial client contracts worldwide. Linxx employs a comprehensive consultative approach that allows us to quickly target our client’s specific needs and identifies their challenges.

- **Security Consulting:** Linxx believes a solid security solution must be comprehensive, coordinated, and cost-effective. The first step toward achieving these aims is to evaluate the threats, challenges, client expectations, and the physical and technical status quo. Security operations can be daunting when approached without a firm grasp on reality. A reality is comprised of validated risks, budget constraints, and external pressure to comply with industry norms and national security mandates. Linxx offers skilled, professional security advice delivered in the form of consulting products or ongoing consulting services support.

- **Security-Specific Training and Exercise Support:** Linxx delivers cutting edge security training across the United States and worldwide. Originally focused on maritime challenges, Linxx has broadened our base to include all types of infrastructure on land or at sea. We also provide exceptional service to commercial enterprises and corporate facilities. Linxx can assist our clients in assessing their level of competency in the context of their specific environment and mission. Training, education, and exercise support all combine to improve performance and increase an organization’s return on their security investment.

- **Security Resources Support:** Linxx leverages our professional services division to gain access to top-tier security personnel. We recruit, vet, hire, and train security support personnel covering every facet of skill and knowledge. Our security management teams are handpicked leaders with exemplary track records of success. We are adept at analyzing gaps in security staffing resources, staff performance and capability, and staff leadership. We have a proven personnel and facility assessment process to repair and upgrade existing conditions, resulting in improved security plans and enhanced staff capabilities.

- **Security Focused General Contracting and Project Management:** Our clients are often best served by engaging Linxx as a general contractor for security infrastructure installation and testing. We are adept at project management and believe a well-designed security risk mitigation plan deserves cost and time efficient installation and upgrade project execution. Linxx is capable of coordinating and communicating with all subcontractors and vendors in accordance with our client’s detailed master security plan.

- **Cyber/IT Security Services and Training:** Linxx provides cyber and Information Technology (IT) security services for select NASA research facilities as well as cyber/IT training to foreign nationals allied with the United States through our GATA services contract with the DOS. The cyber/IT piece dovetails nicely with the rest of our security offerings, allowing Linxx to evaluate our client’s risks across the various layers of mitigation that exist to stop significant threats.
Training Services

Linxx delivers the full spectrum of human developmental experience through curriculum development, tactical and technical instruction, and realistic tactical exercise support. We use qualified professionals to teach existing programs of instruction or develop new courseware and materials to meet our customer’s specific needs. Our past performance ranges from basic and advanced tactical unit training to War College level professional education. We are well versed in live, virtual, and constructive training delivery.

- **Military Tactical Training**: Linxx currently provides tactical training to the U.S. Special Operations Command (USSOCOM), Joint Special Operations Command (JSOC), all components of the Navy Expeditionary Combat Command (NECC), the DOS, and other federal agencies. Examples of courses we have designed and delivered include the following: Land Tactical Movement; Small Arms Training; Maritime Tactical Movement; Small-unit Tactics, Motorcade, and Convoy Tactics; Urban Patrolling and Urban Tactics; Counter-narcotics; Anti-terrorism; and Counter-surveillance.

- **Law Enforcement Training**: Linxx provides a wide range of law enforcement training and education, including but not limited to the following subjects: sensitive site exploitation, internet investigation, crime scene analysis, anti-terrorism planning, incident response, incident command, methods of entry, counter-narcotics investigation, precision marksman/observer, VIP protection, and all weapons and tactics courses associated with standard and special unit law enforcement missions.

- **Curriculum Design**: Linxx certified curriculum developers design innovative, multi-functional course curriculum supported by practical work, challenging exercise play, and validation through testing. We work from the unit’s mission backward to derive all individual and collective tasks, required technical knowledge, and mission performance requirements. Linxx can train-the-trainer to assist customers in cadre development and professional growth in the areas of curriculum development, instructional delivery, and course management.

- **Realistic Exercise Support**: Linxx can design, develop, and deliver a wide range of realistic exercise support services. We provide full curriculum reinforcing scenarios, scripted role playing, special effects, atmospheric effects, and exercise management services. Linxx exercise project managers are all seasoned military or law enforcement professionals who understand how to blend realism and learning into a complex training event. Safety and relevancy are always considered when designing challenging environments and learning situations for students.
Logistics Services

Linxx manages and directs logistics operations around the United States and in 21 countries overseas. Our ISO 9001:2015 quality methodology is apparent in every logistics engagement we execute. Linxx excels at light, micro logistics support and can provide seasoned experts at every level of logistics performance. Linxx possesses a valid and up-to-date Export Control license and is fully aware of all laws, regulations, and restrictions regarding international business logistics operations.

- **Supply Chain Management**: Linxx is a process-driven company focused on the quality of execution at every level of performance. Modern supply chain management entails many elements within the field of logistics but promises a level of management competence that reduces risk, costs, and helps to streamline and guarantee delivery performance. Linxx exercises prudent supply chain management best practices whenever we accept a logistics engagement.

- **Purchasing/Procurement**: Linxx has a Defense Contract Management Agency (DCMA) approved procurement/purchasing system designed to evaluate demand signals from customers, and complete purchases of materials and equipment to standard with the quality requirements and budgetary constraints of our service contracts. Linxx vets and conducts due diligence on all supporting supply and service vendors. We audit our selected subcontractors on a regular basis to ensure compliance with our purchasing/procurement system, contract requirements, and all applicable federal, state and local laws and regulations.

- **Inventory Control**: Linxx has considerable experience and documented past performance providing general and specialized inventory control services in the United States and around the world. We have managed the 24/7 control of sensitive export controlled aviation materials and assets, as well as managed proper and compliant inventory control of explosives and ammunition, weapons, and critical supplies. Linxx has a DCMA approved property management system.

- **Warehousing**: Linxx manages storage of short, mid, and long-term warehoused materials and equipment ensuring safe and appropriate receipt, inventory, and transfer. We currently use warehouses in several states to stage critical support inventory for ongoing U.S. Government operations and training.

- **Travel Management**: Linxx operates an efficient continuous flow of materials and personnel movement through the application of our travel management processes led by a dedicated team focusing on the movement of over 500 individual trips to 25 countries around the world every year.

- **Shipping/Receiving**: Linxx logistics contract deliverables routinely involve the shipping, tracking, and receiving of materials and equipment. Our robust financial strength and expertise at managing these outcomes mark us as a reliable provider in this area. Linxx provides this service globally.

- **Special Services**: Linxx is often tasked with providing special auxiliary or ancillary services in parallel with contracted work. These include but are not limited to providing locksmith services, weapons armorer services, medical services, catering services, and language services.
Medical Services

In 2016 LGS purchased a medical services company and built a new services division around that company. The LGS Medical Services Group is a premier partner for post-acute and long-term care facilities. Our Legacy Care division provides excellent on-site medical care and specializes in improved patient outcomes. We are capable, competent, and consistent in adapting successfully to a rapidly changing healthcare environment by implementing new models of quality based medicine.

Mission Statement

Legacy Care, a division of LGS Medical Services Group, recognizes the value of each life, regardless of functional or cognitive ability. As a result, we pledge ourselves to providing the best medical care possible. We provide excellence in healthcare through an emphasis on personal, regular presence in facilities, care that is customized towards the individual and their families, and through teamwork between physicians, nurse practitioners, and physician assistants.

Expansion Strategy

LGS is currently the largest medical provider of its kind in Virginia and will soon expand operations into Maryland. We are dedicated to a gold standard of treatment and that begins with medical provider selection. We will not dilute the quality of our medical delivery services to expedite growth. Instead, we pledge to expand while maintaining our high standards of quality medical and healthcare delivery.
News Highlights

**Linxo Awarded $2 Million Dollar U.S. Coast Guard Maritime Facility Security Services Contract (August 28, 2015)**
Linxo was awarded a $2 million dollar, two-year security services contract to provide armed security officers at a remote port location in Alaska. Linxx currently provides antiterrorism protection security and training services to the DoD, NASA, DOS, DHS, and many Federal agencies.

**Linxo Becomes an Employee-Owned Company – ESOP (May 1, 2015)**
Linxo completed the process to become an employee-owned company in late April 2015. This is an exciting event for management and all of our employees. Sharing the positive business outcome and financial rewards with our dedicated professionals is a compelling way to strengthen an already dynamic company. Linxx looks forward to many fruitful years to come.

**Linxo Awarded U.S. Navy Riverine Training Continuum Program Contract (June 3, 2014)**
Linxo was awarded the Riverine Training Continuum Program contract in support of the U.S. Navy Center for Security Forces operating in the Camp Lejeune, North Carolina, Fleet Concentration Area. During this five-year, firm-fixed-price contract, Linxx will provide 22 certified and cleared instructors with demonstrated operational and combat experience conducting maritime security missions both inland and on coastal waterways. These courses will ensure that all members of the Coastal Riverine Force, which is responsible for providing an offensive combat component to NECC, are able to conduct combat operations and augment land forces within the operational commander’s riparian maneuver space. In support of maritime security operations and security force assistance, these units serve as a venue to attack enemies, or transport personnel, weapons, and equipment, as well as set conditions for security and stability within strategic areas.

**Linxo Awarded U.S. Navy Tactical Training and Irregular Warfare (IW) Staffing Support Contract (May 9, 2014)**
Linxo was awarded a three-year, multi-million dollar Navy Expeditionary Combat Command contract to provide Irregular Warfare (IW) training support and staff specialist augmentation. Linxx has provided training and doctrinal support for the U.S. Navy since 2010. Linxx also teaches IW planning and Mission Essential Task List development for Navy units focused on asymmetrical conflict and humanitarian assistance operations.

**Linxo Awarded $11 Million Dollar U.S. Coast Guard Maritime Facility Security Services Contract (April 22, 2014)**
Linxo was awarded an $11 million dollar, five-year security services contract to provide security officers at three separate U.S. Coast Guard facilities in northern and southern California. Linxx currently provides antiterrorism protection services to the U.S. Navy, NASA, and DHS. Linxx also provides technical and tactical training and program management services to the DoD and many Federal agencies.
Management Experience

At Linxx, our professional team provides the U.S. Government and our commercial customers with superior service support. We have a strong extended corporate management team whose members possess over 140 combined years of operational experience, as well as over 100 years of business experience related to services design and delivery. Linxx is acutely aware that performance represents more than the sum total of the statement of work and the list of deliverables. To ensure the highest quality of program management, risk mitigation, and contract site performance we recruit, screen, and employ individuals with honorable discharges, superior professional records, and high moral standards. Our employees are culturally aware and sensitive to our customer’s expressed objectives and concerns.

- **Marty Strong, Chief Executive Officer:** Mr. Strong is responsible for the development of strategic business initiatives at Linxx. As an Account Vice President with UBS, he spent seven years managing investment assets and developing financial advisory solutions for high net worth individuals and large institutions. In 2004, he began to build a distinguished track record of successful progressive business leadership supporting U.S. Government agencies performing as Program Manager, Program Director, and Vice President for a major defense services firm. He is a highly capable consultant and strategist. He is well versed in state of the art training philosophy and knows how important it is to deliver exceptional value all the time. Mr. Strong is a decorated combat veteran of the U.S. Navy SEAL Teams. He is a nationally recognized expert in asymmetrical warfare, counter-terrorism, maritime security, and force protection with over 400 radio and television appearances to his credit. Mr. Strong was a counter-terrorism advisor to the 2004 Olympic Games in Athens, Greece. He holds a Master’s in Management and a Bachelor’s in Business Administration. Mr. Strong is a graduate of Villanova University’s Master Black Belt, Lean Six Sigma program.

- **Adam Burke, Chief Financial Officer:** Mr. Burke leads the Linxx Finance Group, which includes both the Finance and Human Resources teams. He is a highly experienced corporate finance executive with specific experience building and restructuring financial operations, capital markets transactions, and M&A activities. Mr. Burke began his career at Deloitte & Touche in Kansas City, where he was an audit and assurance professional serving a wide range of public, private, and governmental clients in various industries, including Fortune 1000 clients. Mr. Burke left Deloitte & Touche to join Ferrellgas, Inc. where he was the Manager of Corporate Finance and Treasury which also included investor relations and corporate governance responsibilities. During his successful career, Mr. Burke participated in numerous debt and equity financing initiatives totaling in excess of $1 billion. Mr. Burke focuses on financial transformation and addresses strategic challenges associated with rapid business growth. He inspires his Finance Group to create adequate capital and manpower resources and well-balanced corporate infrastructure that lead to stable and profitable outcomes. Mr. Burke is a CPA and holds a B.S. in Accounting from William Jewell College.

- **Patrick Dellen, Chief Operating Officer:** Mr. Dellen expertly leads an executive team responsible for all Linxx contract performance deliverables and customer management. He is an accomplished business leader, rising from the ranks at Linxx to perform initially as Program Manager and then General Manager for training and exercise support contracts. His expertise in business planning and training/education scenario design and development has resulted in increased business for Linxx over the last five years. Mr. Dellen is a retired U.S. Navy SEAL Master Chief and Tier one special unit team member with over 23 years of high-risk, live-fire training; program management; and quality assurance experience. Mr. Dellen is a decorated combat veteran, U.S. Navy Master Training Specialist, and a former leader of the Naval Special Warfare Sniper School. Mr. Dellen holds a Master’s in Business Administration from George Mason University, a B.A. in Management, and has completed the Lean Six Sigma certification course from Villanova University.
Contact Information

Linx stands ready to support the U.S. Government as it confronts the challenges at home and abroad as a directly contracted resource or as a subcontractor in support of a strategic partner. For additional information regarding our capability to prime or subcontract on federal solicitations please contact the corporate officer named below.

Mr. Patrick Dellen
Chief Operating Officer
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