



Q2 2018 Newsletter


July 16, 2018

Ariel Partners Q2 2018 Newsletter



Welcome to our Q2 Ariel Partners Newsletter. We are proud to announce that we are now a Prime Contractor for NYC DSS IT Staffing on our GSA IT70 contract, and have a new commercial client, PBF Energy, for which Kanban training is being provided by Craig Strong. We will also be hosting public Kanban training classes coming up in Q3/Q4 in the NYC area during the week of July 23. In our Q2 recap meeting, we reviewed the many upcoming opportunities we have with all the Recent Bids that have been submitted. Great things are just around the corner! Thank you everyone for all your hard work.

Our Business Development team is hard at work grabbing new opportunities!

CURRENT PROPOSALS IN THE WORKS	RECENT BIDS	RECENT WINS
<p>Ariel is working on exciting proposals</p> <ol style="list-style-type: none"> DOJ ITSS-5 Task Orders (for Inspector General, US Attorney’s Office, and many sub-agencies) NYPA Agile Process Definition 	<ol style="list-style-type: none"> NYCHA Staff Augmentation NYC DoITT GovXDesign Test Automation for NYLife CBO Graphic Design (GSA IT70) <p><i>Thank you Huy Nguyen for your support on GovXDesign</i></p>	<ol style="list-style-type: none"> NYC DSS IT Staffing (GSA IT70) Kanban Coaching for PBF Energy (sub to TriTech) 

DID YOU KNOW?

Ariel’s 401k has been fully transferred to Insperty from ADP. Please visit your Insperty account to sign up if you have not already done so. It is never too early to start saving for retirement. Ariel offers a 4% fully vested safe harbor match, so start saving today! You are eligible to participate in our 401k program after 1,000 hours of continuous service to the company as a w-2 employee.



It is Ariel Policy that everyone records time off in BambooHR. As a 1099 subcontractor to Ariel Partners, you do not get paid time off. Therefore, when you take a sick day, personal day, or vacation without making up the hours within the week, you are in effect taking unpaid time off. For W-2 employees, please put all sick/personal and vacation time into BambooHR prior to taking the time off.



Information on our Team



Meet our newest corporate employees

Ghias Ahmed, Director of Capture and Business Development, has 15+ years of experience in business development (federal, state, local and commercial), Capture management, proposal writing, consulting and project management. He has extensive knowledge of the procedures for business transactions within the federal, state and local government, including discovery, planning, capture, contracting, subcontracting and teaming.

Professional Experience

- Ariel Partners: Director of Capture and Business Development
- Freelance Consulting: Business Development Director/Senior Recruiter, Proposal/Capture Management
- Infomatics Corporation: Senior Business Consultant Manager/Proposal Writer/Recruiter
- SOHO Consulting: Senior Manager of Government Sales
- Comm-Works: Senior Business Development Manager (Federal and S&L), Capture
- Everest Software Inc.: Senior Account and Project Manager
- Image Solutions Inc. (ISI): Senior Business Development Manager (Federal and S&L), Channel Manager
- PSI Net: Senior Major Account Representative (Inside Sales)
- Sheraton International: Sales Manager

Currently, Ghias is tracking 20 federal RFIs/RFPs, working with five existing partners and building a new relationship with 12 commercial large system integrators, working on DOJ-ITSS-5 Task Orders and closely tracking FBI-IT-SSS.

Contact Ghias at gahmed@arielpartners.com

Abigael (Abby) Mayao, Administrative Coordinator, has over 10 years of administrative experience, specializing in the engineering industry. She has experience working with various government agencies such as the NYCSCA, NYCHA, NYC DEP and NPS. Her concentration is primarily in accounts payable and accounts receivable support. Through the years she has acquired and prided in the label of "Jill of all Trades" and is knowledgeable in basic office management tasks and operations. At Ariel, Abby is in charge of invoicing and collecting timesheets. She also the manager of accounts receivable and works hard to make sure that all payments are tracking on time. Abby onboards and offboards all employees from start to finish and is a great person to reach out to with any questions you may have about benefits, administrative items, or general inquiries about the company.

While Abby is not at Ariel, she is lovingly involved in volunteering at Church. She sings in the choir, helps with the youth group and children's worship service, while also currently training to become a certified Sunday school teacher. She also helps produce and sometimes is a host for a primetime lifestyle/travel show called Digital Nest that can be streamed online and is viewed Tuesdays and Thursdays at 7:30PM in the Philippines through the channel NET 25.

Contact Abby at amayao@arielpartners.com



Congratulations Leslie Frazier on winning the Sprint 8 Superhero Award at DMSS

Here's what her manager had to say:

"Everyone on her team feels comfortable asking her questions, she has an amazing, positive attitude and is always willing to help others. She knows (both of) her teams requirements like the back of her hand, which is why they constantly go to her for advice, and is able to help her BA with requirements analysis often."

Congratulations to Troy Clanagan and Stephen Downard for being nominated for upcoming Sprint Superhero awards. Keep up the great work DMSS team!

Ariel Corporate Office Team

Shilpa Strong – President

Craeg Strong – CTO

Ghias Ahmed – Director of Capture & Bus. Dev.
Oliver Christ – Director, Consulting Services
Danielle Collazo – Director of Operations
Abigael Mayao – Administrative Coordinator
Irina Rozenberg – Senior Technical Recruiter
Laura Warren – Senior Account Manager
Allen Webb – Director of Federal Programs

QUESTIONS CAN BE DIRECTED TO
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