

# Oak Grove Technologies



## Corporate Overview



## Who is Oak Grove?

**Oak Grove Technologies is a leading Service-Disabled Veteran-Owned Business (SDVOSB) that delivers business and tactical solutions to government and commercial customers.**



# About Us

- **Established 2003 – with one person**
- **Currently have over 270 employees – 19 States, PR, USVI, Iraq**
- **Privately Held Service Disabled Veteran Owned Small Business**
- **North Carolina Corporation**
- **Headquartered In Raleigh, NC with Offices in Alexandria, VA and Sierra Vista, AZ**

## Notable Accomplishments

- 2007 DOD Nunn Perry Award
- 1<sup>st</sup> SDVO awarded DOD MP Program
- 82% of Oak Grove Employees are Military Veterans
- 18% of Oak Grove Employees are Service Disabled Veterans
- 58% of Oak Grove Employees hold TS Clearance
- All Execs with Company are SDV Rated



# Oak Grove LEADERSHIP



Mark Gross President  
CEO – Former Army  
Enlisted Soldier, White  
House Veterans  
Business Advisory Board  
Member



Phil Kensinger –  
Retired as CG  
USASOC  
36 years Army Service



SMA (Ret) Jack L.  
Tilley – SMA Army  
36 years Army  
Service



Col (ret) Frank  
Beaty –  
USSOCOM  
SOCIO

## OAK GROVE BOARD OF ADVISORS



Jim Parker  
CG JFKSWC;  
CG SOCSOUTH



Rich Mills  
CG SOCKOREA



Mike Jones  
CG SF CMD;  
CG SOCEUR



Mark Phelan  
CDR Iraqi CT Transition TM;  
DCG USASOC



Gary Harrell  
CDR 1<sup>st</sup> SFOD-D;  
CG SOCCENT



## Our Mission

To be **customer focused**, operate with the highest degree of **integrity**, and be committed to providing **world class services** to ensure customer satisfaction and to provide a challenging, rewarding, and **ethical** workplace for both veterans and non-veterans



## Our Capabilities

- **Information Technology**
- **Analytical and Intelligence Services**
- **Strategic Communications**
- **Training**



## Information Technology

- **Enterprise Architecture**
- **Full Lifecycle Systems Analysis**
- **Design and Development**
- **IT Help Desk Support**



## Analytical and Intelligence Services

- **Counterintelligence**
- **Linguistic Services**
- **Operational Intelligence Support**
- **Imagery and Geospatial Information**
- **National All Source Intelligence**



## Strategic Communications

- **Identifying Key Target Audiences**
- **Determining Key Messages**
- **Designing and Developing Wide Range of Print and Interactive Media**
- **Create Awareness**



# Training

<b>Learning Service Offering</b>	<b>Learning Service Line</b>
Strategy/Analysis	<ul style="list-style-type: none"><li>• Competency Modeling</li><li>• Needs Assessment</li><li>• Business Case Analysis</li></ul>
Courseware Design	<ul style="list-style-type: none"><li>• Instructional System Design</li><li>• User Interface Design</li><li>• 508 Compliance/SCORM Conformance</li><li>• Web 2.0 Application Design</li><li>• Serious Games</li></ul>
Courseware Development/Conversion	<ul style="list-style-type: none"><li>• Web-Based Courseware Development</li><li>• Web-Based Courseware Conversion</li><li>• 508 Compliance Development</li><li>• Curriculum Development</li><li>• Standards Compliance</li></ul>
Implementation/Delivery	<ul style="list-style-type: none"><li>• Role Playing Exercises</li><li>• Learning Management System Integration</li><li>• Learning Management System Evaluation</li><li>• Learning Content Management System Development and Integration</li></ul>
Program Evaluation	<ul style="list-style-type: none"><li>• Summative/Formative Evaluation</li><li>• Training Plan Audits</li><li>• Technical Support Services</li></ul>



# Training Highlights

## • HUMINT 309<sup>th</sup> MI BN Ft Huachuca, AZ

- Provide 35M Trainers designed to train enlisted soldiers Skill Level 10 duties.
- Duties include but not limited to operations associated with Tactical HUMINT Mission

## • MLRS

- Provide Instructor led trainers in the following MOS' 13P, 13C, 13D, 13M

## • SPECIAL WARFARE CENTER

- CAPOC; CERTAIN TRUST; 18A
- CA/PSYOP; 180A Advance Course; 18B

## • USMC Expeditionary Fighting Vehicle

- Providing Instructor led and e-learning training for EVF Gunner and Driver





## Misconceptions

- **SDVO Set Aside Equates to Easy Money**
- **OSDBU Offices can award me a contract**
- **Start Business, money begins to flow**
- **Because I'm an SDVO SB, I'm Entitled to something**
- **Once I get that first contract, all banks are going to want to work with me**
- **There's got to be an easier way!**



# Conference Strategies

- **Select conference that best suits your business**
- **Industry Specific Conferences**
- **Specific Agency conferences**
- **Small Business Outreach Sessions**
- **Network, Network, Network**
- **Results of 3<sup>rd</sup> annual veterans conference, VA Addie Contract with ceiling of \$80m**



# How Do I market to Primes/Agencies?

- **Small Business Liaison within each**
- **Network, Network, Network**
- **People Buy from people they like/trust**
- **If you never play the lottery, you'll never win – be aggressive with proposals.**
- **Work the program and contracting POC's within agencies**
- **Contacting a Prime after award will get you nowhere.**
- **What can you offer?**
- **Make great first impression**
- **Articulate your capabilities in a short period of time**

A silhouette of a soldier in full combat gear, including a helmet and a rifle, stands in profile against a bright, hazy sunset. The sun is a large, glowing orb in the upper left, casting a warm orange and yellow light across the scene. The soldier is positioned on the right side of the frame, looking towards the left.

*Strengthening Our Nation's  
Defense through  
Small Business*