

## At A Glance

### **Stratus Consulting Group**

#### ***Division of Advance Electronic Instruments, Inc.***

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Website:	<a href="http://www.aeistratus.com">www.aeistratus.com</a>
Company Overview:	<p>Stratus Consulting Group (Stratus), the consulting division of Advance Electronics Instruments, Inc (AEI), specializes in customizing, integrating, and supporting Knowledge Management solutions, including:</p> <ul style="list-style-type: none"> <li>• Enterprise Content Management (ECM)</li> <li>• Data Warehousing</li> <li>• Web Portal Solutions</li> </ul> <p>Additionally, we provide supportive services that include management consulting, specialized information technology services (for system development projects) and supportive services.</p>
Certifications:	Chicago Minority Business Development Council, City of Chicago; Cook County, State of Wisconsin, State of Indiana, State of Pennsylvania, SBA Certified Small Disadvantaged Business
DUNS:	946132263
NAICS Summary (not a full listing):	<p>541511 Custom Computer Programming Services</p> <p>541512 Computer Systems Design Services</p> <p>541513 Computer Facilities Related Services</p> <p>541519 Other Computer Related Services</p> <p>541611 Administrative Management and General Management Consulting Services</p> <p>541614 Process, Physical Distribution, and Logistics Consulting Services</p> <p>541618 Other Management Consulting Services</p> <p>541690 Other Scientific and Technical Consulting Services</p> <p>541990 All Other Professional, Scientific and Technical Services</p> <p>561110 Office Administrative Services</p> <p>561499 All Other Business Support Services</p> <p>561990 All Other Support Services</p> <p>611420 All Other Professional, Scientific, and Technical Services</p> <p>611430 Professional and Management Development Training</p>

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# **I. Company Overview**

## ***History***

For over a decade, Stratus Consulting Group, the consulting division of Advance Electronics Instruments, Inc (AEI), has offered management and information technology consulting services as well as supportive services that have aimed at significantly improving operating performance. Within these services categories, Stratus has participated in the following:

- Strategic sourcing initiatives
- Acquisition and contract support services
- Auditing
- Management consulting services
- Information system development projects
- Supportive services

Over this period, Stratus has developed a reputation for outstanding consulting, service delivery, and customer satisfaction. Our services typically deliver drastic improvements in performance (refer to Past Performance Section). As a result, we have been recognized for the quality and value of our services by being pre-qualified to provide Management Consulting, Risk Management, and Information Technology Services to local governmental agencies (in Illinois).

In 2006, Stratus extended its mission statement into the area of knowledge management, specifically Enterprise Content Management, Data Warehousing, and Web Portal solutions.

In 2007, Stratus was awarded with the Small Business Administration, Section 8a certification. In March of 2008, we were awarded with the General Administrative Services (GSA) Acquisition and Support contract.

## ***Vision and Mission***

Stratus Consulting Group (Stratus) specializes in customizing, integrating, and supporting Knowledge Management solutions, including Enterprise Content Management (ECM), Data Warehousing, and Web Portal Solutions. Additionally, we provide complimentary services that include management consulting, specialized information technology services (for system development projects) and supportive services.

## ***Objectives***

Stratus will focus its efforts on the following objectives in the upcoming years:

- Leveraging its experience in supportive services
- Developing expertise with core solutions (ECM, Data Warehousing, and Web Portal)
- Expanding presence within Federal market
- Developing function expertise within Acquisition (Procurement) and Contract Support
- Developing related opportunities within document management industry
- Growing revenue at a minimum of 15% annually

## ***Competitive Advantages***

Our key competitive advantage is our ability to deliver high-quality services at a competitive cost. This competitive analysis was verified by a study conducted by the University of Chicago that surveyed our existing clients. In summary, Stratus tends to outperform its competition in terms of quality of services, delivery, and price.

## **Personnel**

Stratus has developed a comprehensive network of recruiting within the leading local and regional universities and from industries its serves. Our screening process is extensive, leading to the selection of employees that provide outstanding service while having excellent customer orientation. Our consultants work with senior personnel to gain experience during a two-year training cycle. Stratus provides its employees with the appropriate productive tools and an annual stipend for continuous education.

## **Cost Structure**

Stratus stresses cost control and low overhead to sustain its cost advantage. Instead of investing in deluxe offices, we focus our resources on our customers with access to technology that improves customer satisfaction and our employees with continuous development to improve their skills and capabilities.

## II. Project History and References

The following provides a brief description of several of our most prominent projects due to their benefits to the clients and strategic importance.

### ***Federal Projects***

#### **General Administrative Services**

On June 1, 2008, Stratus was awarded a Support Services contract by the General Administrative Services (GSA) for the Northeast and Caribbean region. The award of this contract marks Stratus' first entry into the Federal market as either a prime or subcontractor. Under this contract, Stratus provides acquisition and contract support services including market analysis, solicitation development, and post contract monitoring.

### ***Local Government Projects***

The table below provides a brief listing of several of the local government projects that Stratus has participated in and their associated benefits.

<b>Project</b>	<b>Description</b>	<b>Benefit</b>
Special Education Information and Management System (Chicago Public Schools)	Provided process reengineering and information technology consulting services for the purpose of developing a formal Request for Proposal for a web-enabled Individualized Education Program (IEP) information system that supports educational and health related services for children with disabilities. The Office of Specialized Services has an operating budget of \$500 million.	Increased productivity by a minimum of 30%
Strategic Sourcing Effort (Chicago Public Schools)	Responsible for facilitating the development of the system-wide equipment requirements for computing, audio visual, and duplication equipment, developing a comprehensive request for proposal, and delivering significant cost savings. The total annual spent for this commodity ranges from \$40 to \$80 million	Saved \$24 million over an 18 month period
Procurement Diagnostic Studies (Chicago Public Schools)	Assisted with a procurement analysis and sourcing diagnostic study that provided CPS with an indication of the level of spending that could potentially be saved by implementing a strategic sourcing effort.	Identified approximately \$40 to \$60 million in potential savings

## Local Government Projects - Continued

Project	Description	Benefit
Department of Water Financial System (City of Chicago)	Responsible for performing a business process evaluation and defining user requirements for the inventory and work order scheduling functions at the City of Chicago Department of Water.	Achieved saving of approximately 30% or 60 million annually
Enterprise Document Management Solution (Chicago Housing Authority)	Responsible for providing Business Process Reengineering (BPR) analysis, design requirements discovery, requirements analysis, design implementation management, quality assurance services for the solution, and training documentation for the File Net system.	Successfully standardized and streamlined the review and authorization process
Facility Management Organizational Assessment (Chicago Housing Authority)	Performed an organizational and procurement assessment of the Facility Management organization to identify ways to improve financial performance and service delivery	Delivered improvements in customer service through the introduction of supporting IT system and lowered janitorial and security cost by \$500,000 annually
Strategic Sourcing Initiative (Eli Lilly and Company)	Project involved performing a business assessment of Eli Lilly's Global Manufacturing Department to identify ways to improve operating performance, implement improved sourcing (procurement) of product and services, and significantly increase MBE participation.	Eli Lilly received a management consulting evaluation that identified million of dollars in cost savings and a portfolio of six (6) significant MBE development opportunities.

## References

Client Name	Contact Name	Contact Number
Chicago Housing Authority	Lee Chuc	312-913-7282
Chicago Public Schools	John Sturtevant	773-553-1808
Chicago Department of Aviation	Richard Rodriquez	312-744-8670
General Admin. Services	Fitzgerald Chin	212-264-0712

### III. SBA Profile

The information shown in the table below reflects information within CCR as of January 1, 2009. Changes are made to the profile periodically.

#### Company Information

Legal Business Name:	Advance Electronic Instruments, Inc.
Doing Business As (DBA):	Stratus Consulting Group
Company URL:	<a href="http://www.aeistratus.com">http://www.aeistratus.com</a>
Physical Street Address:	118 N. Peoria, Suite 5N, Chicago, Illinois, 60607-2394
Physical Country:	USA
DUNS:	946132263
CAGE/NCAGE:	3GAT2

#### Contact Information

Principal:	Manuel Rivera
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Website:	<a href="http://www.aeistratus.com">www.aeistratus.com</a>

#### Industry Codes

##### North American Industry Classification System (NAICS)

493110	General Warehousing and Storage (Documents)
493190	Other Warehousing and Storage (Documents)
518210	Data Processing, Hosting and Related Services

**North American Industry Classification System (NAICS) Cont'd**

519120	Libraries and Archives
541511	Custom Computer Programming Services
541512	Computer Systems Design Services
541513	Computer Facilities Management Services
541519	Other Computer Related Services
541611	Administrative Management and General Management Consulting Services
541614	Process, Physical Distribution, and Logistics Consulting Services
541618	Other Management Consulting Services
541690	Other Scientific and Technical Consulting Services
541720	Research and Development in the Social Sciences and Humanities
541990	All Other Professional, Scientific and Technical Services
561110	Office Administrative Services
561320	Temporary Help Services
561499	All Other Business Support Services
561990	All Other Support Services
611420	Computer Training
611430	Professional and Management Development Training

**Standard Industrial Classification (SIC)**

7371	Computer Programming Services
7372	Prepackaged Software
7373	Computer Integrated Systems Design
7374	Data Processing and Preparation
7375	Information Retrieval Services
7389	Business Services
8741	Management Services
8742	Management Consulting Services
8748	Business Consulting