

**GovCon and  
Aerospace & Defense:  
Grow Your Business  
with KTL & TechnoMile**

**April 20, 2022**



# Housekeeping

- Feel free to ask questions in the Q&A box. We will answer as many as we can at the end of the webinar.
- If we don't get to your questions today, a KTL representative will reach out to you to provide answers.
- This webinar is being recorded. You will be sent a link to the recording after the webinar, as well as a PDF copy of the deck.

# Meet the Speakers



**Stephen Reid**

Director of Sales and Marketing  
KTL Solutions



**Aaron Tate**

VP of Technology  
TechnoMile



**Max Broome**

Enterprise Account Executive  
TechnoMile

# Agenda

This webinar will cover how our combined solution:

- Results in more efficient, cost-effective pursuits and stronger collaboration across internal teams and with partners
- Provides actionable market and government contact intelligence right where BD, capture, and proposals teams work
- Delivers pipeline visibility and decision support that empower companies to focus resources on the right pursuits
- Supports federal contractors' FedRAMP and CMMC compliance objectives

# Cloud & On-Premises Solutions Tailored to Your Business

Your Partner for Services Across All Microsoft Platforms



Microsoft  
Partner



Gold Application Development  
Gold Application Integration  
Gold Cloud Platform  
Gold Cloud Productivity  
Gold Data Analytics  
Gold Enterprise Resource Planning  
Gold Small and Midmarket Cloud Solutions



# KTL Solutions

## Provides Services Across All Technology Platforms



# KTL Solutions in Government Cloud

## Offerings and Services

- Microsoft Licensing – GCC & GCC-High
- Azure Government Licensing and Configuration Services
- Dynamics 365 Sales, Customer Service & Field Service Licensing
- Dynamics Configuration and Implementation Services
- CMMC Consulting Services:
  - KTL Solutions is a Certified CMMC-RPO
  - Currently have Two (2) CMMC-RP's



### CMMC Briefing: 1-Hour Consultation

By KTL Solutions



### CMMC Gap Analysis: 3-Week Assessment

By KTL Solutions



### CMMC Roadmap: 6-Week Implementation

By KTL Solutions



### CMMC Secure Enclave: 12-Week Implementation

By KTL Solutions

# Enabling Sales Growth for Federal Contractors

Great  
Software  
Foundation



Improved with  
Specific Industry  
Features & Focus



Unparalleled  
Customer Service &  
Implementation Abilities



Outstanding  
Customer  
Success!



# Our Company

From go-to-market to contract closeout, TechnoMile solutions empower companies to find, pursue, win, and retain more business with the government.



**Our Mission:** Deliver transformative, end-to-end solutions that provide an information advantage and elevate the performance of companies doing business with the government.



Founded in 2013



HQ in McLean,  
Virginia



Trusted partner to  
200+ clients



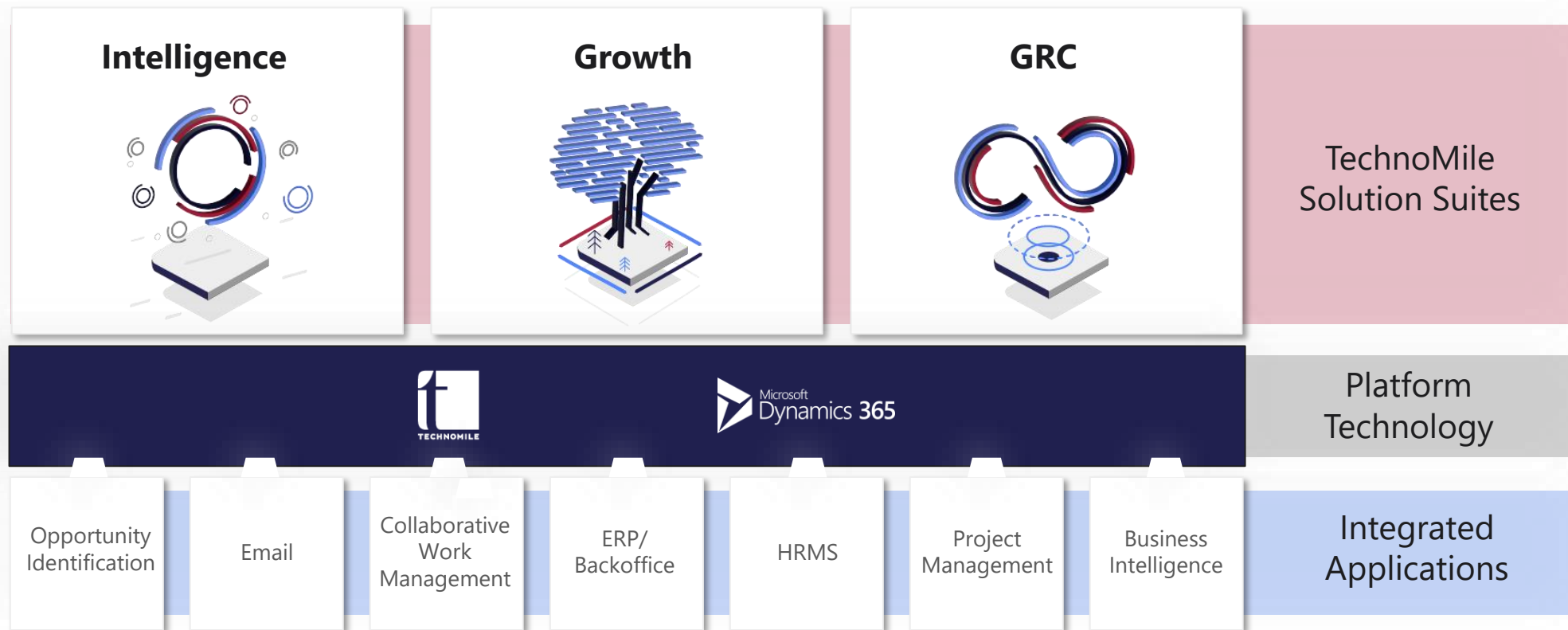
Over half of the  
top 10 defense  
contractors



50% of the top 10  
IT government  
contractors

# Our Solutions

TechnoMile's best-in-class cloud solutions are purpose-built for navigating the complexities of government sales and managing the entire customer lifecycle on a single, secure platform.





Dynamics 365  
for Sales



Demonstration



# Q&A