Profile and Purpose
It takes a new breed of industry partner to help government agencies address the risks and opportunities of an abruptly changing world. Salient is building exactly that type of agile company. One that’s free from legacy limitations. One that’s driven by a relentless customer focus. And as a result, one that delivers only capabilities that truly matter. Salient provides the IT, engineering, and intelligence analytic services government agencies need most—so they can meet the challenges they face now.

Quick Facts
- Founded – August 2009
- A GovCon 2013 Contractor of the Year ($75-300M) Awardee
- A 2011 Forbes Most Promising Company Awardee
- Same investors and leadership team that grew/sold SI International for $584M
- Executive talent, with deep experience in Federal IT industry
- Acquired LIST Innovative Solutions, – November 2012
- Acquired Advanced Technology Systems Corporation (ATSC) – April 2012
- Acquired Command Information/AnviCom – March 2011
- Acquired SGIS, a $100M+ Federal IT and services provider, – June 2010
- Currently over 1,000 employees
- Headquartered in Fairfax VA with 18 offices and 141 locations in the US and overseas

Core Capabilities
Information Technology Solutions: Salient develops and deploys integrated solutions that combine hardware, software, and network technologies with professional and managed services. Component capabilities include:

- Enterprise architecture
- Network engineering and implementation
- Systems engineering and integration
- Information operations and IT support
- Foreign Military Training
- Software engineering
- Mass notifications solutions
- Database design and development
- Cyber security capabilities for IPv6 and other types of vulnerabilities
- ESS, MNS, AV
- Enterprise IT

Engineering, Training, and Logistics Services: Salient helps DoD, intelligence, and civilian agencies meet their operational and readiness requirements with expertise in:

- Supply chain management
- Integrated logistics management
- Computer-based training
- Quality assurance
- Lifecycle contractor support
- Instructional design and classroom instruction

Board of Directors:

Brad Antle
Salient Federal Solutions

Paul A. Fishbin
Hancock Capital Management

Walter C. Florence
Frontenac Company

Michael S. Langdon
Frontenac Company

David A. Deptula
LtGen USAF (Retired)
Values

**We Value Our Clients:** We honor their commitment and service. We strive to support them with the same sense of purpose.

**We Value Our People:** We see their talents as our foremost offering. We will enhance their potential with leadership, opportunity, and recognition.

**We Value Our Integrity:** We are forthright and accountable in all aspects of our business. We believe honesty and decency must define our road to success.

Business Units

- **Responsive Mission Support Solutions (RMSS):** Provides systems engineering and technical assistance (SETA) for program, contracts, and technology support as well as training, simulation support, and BRAC/environmental consulting. Using our Performance Diagnostic™, Salient delivers the management resources agencies need to implement complex initiatives.

- **Federal Mission Support Solutions (FMSS):** Provides system engineer and software engineering support to the Federal government. We specialize in Mission Critical Financial, Transportation and Logistics systems managing big data in support of core missions within the Federal Civilian and DoD markets.

- **System and Software Engineering Solutions (SSES):** Engages the best talent and solutions in support of our nation’s most critical national security priorities. Our engineering, integration, cyber, and intelligence services are focused on client mission needs in systems development, mobile solutions, infrastructure support and intelligence analysis.

- **C4 Urgent Solutions (C4US):** Provides expert and proven life-cycle systems, service and solutions in the areas of enterprise IT, command centers, long-haul transmission, infrastructure, data visualization, emergency response systems, and mass notification. Our systems and solutions provide Government leadership with an enhanced situational awareness and communications capability, enabling efficient, effective and timely decision making while providing continuous flexibility.

Talent Operations Center

Talent Operations integrates proprietary process, certified specialists, and dedicated facilities. It eliminates program risk and drives mission results—by enabling us to determine with absolute certainty which of our people precisely meets our customers’ requirements.

Centers of Excellence (CoEs)

- **Agile CoE:** Creates distinctive, overarching Agile solutions that integrate CMMI quality processes and rapid deployment using Salient’s Talent Operations Center (TOC). This initiative enables us to quickly deploy and engage with our customers, as well as increase productivity and profitability while reducing risk.

- **Cyber Security CoE:** IPv6-related vulnerabilities are the advanced persistent threat. Salient has the only solution for mitigating IPv6 threats. Salient combines this expertise with capabilities in information assurance, certification and compliance, security network engineering, vulnerability management, and training—all to predict, prevent, and resist against attacks on agency systems and information.

- **Mobility CoE:** Brings together thought leaders, experts, and resources to create a combination of solutions that can be disseminated to our community to vet ideas, offer strategic and/or tactical thought leadership with regards to the use of mobility solutions, build proof of concept prototypes, and facilitate production delivery that provides benefits to our customers.

- **Data Analytics CoE:** Brings forward-looking business insights to help our customers make better business decisions & achieve better outcomes. A focal point for knowledge exchange about Salient’s customer’s current and future data and informational needs. The center will enhance our ability to assist customers extract high value from the volumes and variety of data available to them.