



Capabilities / Qualifications / References



Veteran Owned and Operated

SBA 8(A) Business Type 27

IT Consulting

Staff Augmentation

Permanent Placement

Project Solutions / Management

Business Integration

Training

Prepared by: **Norhurst Inc.**

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Use or disclosure of capabilities and/or qualification data is subject to Restriction.
Please contact the Norhurst contracts office for all information request.

Introduction

To our Potential Clients,

Norhurst is a Veteran Owned business providing Professional Services to the Commercial, Federal, Private and Defense Industries. It is our pleasure to provide this customized Qualifications and Capabilities Brief. The purpose of this Brief is to disseminate information relating to the Norhurst daily business practice which allows for key contributions to our strategic partners.

The most valuable asset at Norhurst is our people. Their knowledge and skill in creating solutions are the mainstay of our business model. Norhurst recruits and attracts people with energy, character, and imagination; committed to contributing to our client's success. We aggressively invest in the continuing education of our people to ensure we stay on the cutting edge of technology and solution offerings.

We prefer to start each new engagement with proven resources from our past projects. When it is necessary to hire new resources, Norhurst utilizes a proprietary system that is teamed with stringent technical and functional screening agendas.

We monitor trends in the current information technology industry to predict client demand for consultants with specific technical capabilities then utilize the information gained to create our screening criteria.

Norhurst is constantly looking for candidates with business experience that match their technical expertise. All of our consultants have college degrees and at least six years of relevant consulting work experience.

By maintaining a large talent-pool that reflects industry trends, we are able to meet even the most extreme demands of our clients. This also allows Norhurst the ability to fill your requirements without long lead times.

We base our proven success on a solid foundation of hiring the most qualified people in the industry with whom posses the same ethics and values of consistently striving to meet our team goal: Win.

Norhurst would like to thank you for taking the time to learn more about our organization. If you have any specific questions, please contact us directly at contactus@norhurst.com or visit our website at www.Norhurst.com. We value the opportunity to become your Service Provider and will dedicate Executive Level Personnel to support your organization.

Sincerely,

The Norhurst Executive Team
www.Norhurst.com

Company History

Welcome to Norhurst, Inc. Norhurst began supporting clients in 2000. From that time we have grown steadily as we added satisfied clients to our legacy and successfully completed IT and Business specific projects.

Norhurst has earned a solid reputation as a leader in the practice of providing highly skilled IT and Business Consultants, Programmers, Training Consultants, and Project Managers in support of our client's daily operations. Through attention to detail and extremely competitive pricing, Norhurst is surpassing the expectations of information technology departments in corporations and government offices throughout the United States, Central and South America, Europe, and Canada.

Organization

Norhurst is a **Veteran-Owned Business** (Business Type A5). We are also a certified 8(a) Small Disadvantaged Business (SBA 8(a): Business Type 27) and have a GSA Federal Supply Schedule for a variety of IT services.

Veteran Owned Business: Business Type A5

SBA 8(a): Business Type 27

DUNS #: 610028081

Norhurst Company Security Level: 90

Highest Employee Security Level: 94

CAGE/NCAGE #: 6L9Y3

NAICS Codes:

541611	Administrative Management and GM Consulting Services	561499	All Other Business Support Services
541612	Human Resources Consulting Services	921110	Executive Offices
541614	Other Management Consulting Services	611430	Professional and Management Development Training
541620	Environmental Consulting Services	561210	Facilities Support Services
561110	Office Administrative Services	611420	Computer Training
541219	Other Accounting Services	541511	Custom Computer Programming Services
561311	Employment Placement Agencies	541512	Computer Systems Design Services
561312	Executive Search Services	541513	Computer Facilities Management Services
561320	Temporary Help Services	541519	Other Computer Related Services
561220	Professional Employer Organizations	541690	Other Scientific and Technical Consulting Services
561410	Document Preparation Services	541199	All Other Legal Services

Services

Quality of Service

The greatest power of our business comes from the ability to redefine and enhance our relationships with clients through improved communications and quicker response.

Norhurst is committed to providing quality Information Technology and Business Consulting to its clients by combining dedicated, focused, ethical efforts with experienced business professionals. We understand it is the professional behind the workstation who delivers the service.

As a service organization, Norhurst holds the conviction that client satisfaction is the basis for a successful business. We are committed to providing the best possible talent the current industry has to offer. We base our client relationships on professional service from seasoned consultants and support staff alike.

The key to our company's success lies in the quality of service provided. Norhurst employs top IT and Business professionals to ensure we adhere to this quality. Utilizing the latest technologies, our team is skilled in identifying problems, analyzing alternative solutions, implementing changes and providing expertise to our clients.

Our company is a blend of dedicated business professionals committed to meeting your organizations needs. Our allegiance to this goal and our high quality-service guarantees our clients' success.

"Industry Specific" Resourcing

Norhurst understands the importance of providing qualified professional labor resources that are "Industry Specific" to each Line of Business available in today's modern work environment. The process of "Consulting", "Staff Augmentation", "Direct Hire Placement", and "Project Support" involves multiple elements working simultaneously to provide the best possible solution to an organizational need. As such, Norhurst has put together an approach that addresses Project Team Management, Staffing, Risk Management, and Quality Control while giving utmost importance to the mission and objectives established by Industry Executives and Project Managers.

To ensure we have the most competitive pricing model in the Industry, Norhurst has developed a methodology for determining Labor Rates by combining Recruiting, Market Trends, Resourcing and Resource Stability.

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Industry Labor Categories

Services

Norhurst is currently supporting the following **Industry Labor Categories**:

Information Technology

1. Optical Network Engineer
2. Wireless / RF Engineer
3. IT Engineer
4. Web Application Specialist
5. Network Engineer
6. Oracle DBA – IBM DB2
7. PeopleSoft (Technical and Functional)
8. SAP (Technical and Functional)
9. Salesforce.com

Training

1. Software Training
 - a. On-Site
 - b. Remote
2. Hardware Installation Training
3. Industry Specific Training

Support Specialist & Commercial Services

1. Help Desk (Internal and External)
2. Customer Service
3. Customer Service Technician

Sales

1. Customer Relationship Management (CRM)
 - a. SAP (Technical and Functional)
 - b. PeopleSoft (Technical and Functional)
2. Salesforce.com
3. Sales Marketing Specialist
 - a. Inside Sales
 - b. Outside Sales

Retail

1. Warehouse Management (Labor & IT)
2. Customer Relationship Management (CRM)
3. Supplier Relationship Management (SRM)
4. Product Lifecycle Management
5. Supply Chain Management

Back Office Support

1. Human Capital Management
2. Finance
 - a. Accounts Payable
 - b. Accounts Receivable
3. Controlling
4. Budget – Forecasting
5. Asset Management
6. Change Order Management
7. Business Process Re-Engineering
8. Administration – Clerical

Cable & Telecommunications Field Specialist

1. ICOMS Support
2. ERP Solution Support (SAP, PeopleSoft, Oracle)
3. AS 400 Support
4. Help Desk
5. Customer Service Support
6. Inside/Outside Sales
7. Field Engineer
8. Tower Engineer
9. Installation Contractor
 - a. Commercial
 - b. Residential
10. Salesforce.com

Resources/Contact

Resources

Norhurst's US based Consultants are made up of nearly 90% US Citizens. About 27% of these Consultants have US Security Clearances. Our Consultants average 14 years of business specific experience and 9 years IT experience. In addition, 45% of Norhurst employees hold post-graduate degrees.

Stability

Norhurst has provided IT and Business services for numerous clients over the last 10 years. We have very low attrition, less than 1.5%, while maintaining a 100% customer satisfaction rate.

Our Consulting practice consists of IT and Business Professionals who provide business and technology strategy, systems design and architecture, applications implementation, network and systems integration, and related services that enable clients to leverage technology for stronger return on investment and a real, sustainable, competitive advantage.

Norhurst Contact Information

Norhurst invites any questions or comments about the qualifications and capabilities provided by our organization. In addition, should you need to speak with any of our clients as a reference, you may reach our team of dedicated professionals utilizing the contact information below:

General Information: **434 792 8116**

Resource Team: **404 386 7934**

Marketing: **434 688 1260**

Information: **contactnorhurst@norhurst.com**

Contracts: **contracts@norhurst.com**

Talent Acquisition: **hr@norhurst.com**

Staff Augmentation: **hr@norhurst.com**

Permanent Placement: **directhire@norhurst.com**

Project Solutions: **solutions@norhurst.com**

Training: **training@norhurst.com**