



COMPANY DATA

SPECIALIZATION:

Expertise in AI-driven cloud transformation, ensuring advanced data management and optimization.

CERTIFIED TRUST:

SBA 8a Certification valid until 11/22/2030, enabling efficient procurement through sole-source advantages.

CLIENT-CENTRIC & COLLABORATIVE:

Every project is a partnership. We exceed expectations, tailor solutions to client needs, and bring exceptional teaming qualities that foster collaboration and mutual success.

Legal Name:

Alejo Consulting, Inc.

DBA: Krai Solutions

UEI: MBFGLLJYEQB5

CAGE: 76QN2

NAICS: 541511, 541512, 541519, 518210

Federal Designations:

SBA 8(a) Certified, DBE

Contract Vehicles:

8(a) Sole Source

GSA #47QTCA21D00F4



Krai Solutions

CORE COMPETENCIES



Technology & Development

- Agile Development (Iterative Modernization, User-Centric Design)
- Cloud Transformation (Lift and Shift, Re-architecting, Hybrid Solutions)
- DevSecOps and Infrastructure as Code (IaC)
- Data Management and Governance



Methodologies & Processes

- Agile Methodology
- Software Maintenance, Sustainment, and Support
- IT Help Desk Automation



Advanced Solutions & Analytics

- Big Data (Data Lake, Warehouse) and Analytics
- Machine Learning / Deep Learning and Generative AI
- Robotic Process Automation (RPA)

DIFFERENTIATORS



Technical Prowess:

- Holistic IT Expertise: From custom application development to advanced data management, we've got you covered.
- Cutting-Edge Techniques: Leading the way with DevSecOps, Infrastructure as Code, Robotic Process Automation, and Machine Learning.
- Cloud Mastery: More than just migration - we transform businesses in the cloud



Client-Centric Approach:

- Agility at Core: Delivering rapid, iterative, and adaptive solutions tailored to every client's unique needs.
- Partnership Philosophy: We view every project as a partnership, always aiming to exceed client expectations.



Innovation & Strategy:

- Data-Centric Approach: We don't just handle data; we optimize, analyze, and secure it for maximum strategic advantage.
- Continuous Innovation: Always at the forefront, ensuring our clients benefit from the latest in IT advancements.



PAST PERFORMANCE



National Institute of Health Projects

- **Tripoint Solutions (09/2016 - Present):** Ongoing support for the e-GOS website hosted on AWS Cloud, encompassing comprehensive maintenance.
- **Metro Star Systems (08/2016 - 07/2010):** Spearheaded the modernization and migration of the e-GOS website to AWS Cloud.



Advanced Solutions

- **Code Creator, LLC (02/2020 - 10/2022):** Expertise in designing and implementing cutting-edge Machine Learning and Deep Learning solutions.
- **SEI for EPRI (09/2022 - 10/2022):** Conducted in-depth structure cracks simulation analysis.

HOW TO CONTRACT WITH US

8A SOLE SOURCE [FAR 19.808-1; DFAR 219.808-1(A)]

- **Streamlined Procurement:** Enables faster and more efficient procurement processes, simplifying the acquisition journey.
- **Administrative Efficiency:** Reduces the administrative workload associated with contracting, freeing up resources for other critical tasks.
- **Contract Value Threshold:** Sole source contracts are permissible up to \$4M for service contracts, providing substantial scope for various project scales.
- **Market Price Validation:** Our rates have been validated as fair and reasonable through the negotiation process of our GSA MAS 8(a) Schedule as a small business, ensuring cost-effectiveness and alignment with budgetary expectations.
- **Contract Value Threshold:** Provides a substantial contract value threshold of up to \$4.5 million for services and general products, offering a sizable scope for a variety of project scales while maintaining the streamlined procurement advantages

GSA MAS 8(A) SCHEDULE [FAR SUBPART 8.4]

- **Simplified Procurement:** Offers a streamlined procurement process through pre-vetted small business entities, ensuring a swift transition from contract award to project commencement.
- **Fair Market Pricing Assurance:** Reflects adherence to fair market pricing, delivering value without compromising quality, validated through our inclusion in this Schedule.
- **Ease of Engagement:** The Schedule facilitates an easy engagement process, minimizing bureaucratic hurdles and accelerating project initiation.

SIMPLIFIED ACQUISITION PROCEDURES [FAR PART 13; DFARS 213.3]

- **Reduced Administrative Burden:** Minimizes the bureaucratic hurdles and paperwork, making the procurement process more straightforward for contracting officers and vendors.
- **Cost Efficiency:** Often results in lower administrative costs and potentially lower prices for the required goods or services, contributing to budget adherence.
- **Flexible Contracting:** Provides flexibility in contracting, facilitating tailored solutions to meet specific agency needs.
- **Small Business Engagement:** Fosters the engagement of small businesses, promoting economic growth and aligning with government objectives of small business empowerment.
- **Transparent Pricing:** The procedures often entail clear pricing structures, ensuring the government achieves value for money.

