



## COMPANY OVERVIEW

Krai Solutions delivers secure, scalable, and automation-driven IT solutions that enable mission success across federal, state, and commercial environments. As an SBA 8(a) certified small business, we specialize in AI-powered DevSecOps, cloud modernization, intelligent data processing, and advanced risk analytics - transforming legacy operations into resilient, insight-driven platforms. From Continuous ATO support to grant fraud detection, we integrate machine learning, AWS-native services, and federal compliance to deliver real-world outcomes.

### COMPANY DATA

**Legal Name:** Alejo Consulting, Inc.  
**Address:** 10300 Eaton Place, Suite 440, Fairfax, VA 22030  
**Phone:** 571-775-9701  
**Web:** [www.kraisolutions.com](http://www.kraisolutions.com)  
**DBA:** Krai Solutions  
**UEI:** MBFGLLJYEQB5  
**CAGE:** 76QN2



**NAICS:** 541511, 541512, 541513, 541519, 541330, 518210

### CERTIFICATIONS:

- CMMC Level 2 (Self Certified)
- CMMC Level 1 (Self Certified)
- SBA 8(a) Certified
- GSA MAS (#47QTCA21D00F4)
- Virginia SWaM & DBE
- AWS Solutions Architect Certified
- Oracle Enterprise Architecture Certified

## CORE COMPETENCIES



### Digital Engineering & Modernization

- Agile Application Development
- Cloud Migration & Modernization (AWS, Azure, Hybrid)
- AI-Powered DevSecOps & CI/CD Automation
- Mainframe Modernization (From COBOL to JAVA)



### Advanced Analytics & Compliance

- Data Analytics, Data Lake & Governance
- Security Compliance (FedRAMP, FISMA, OTA, NIST 800-53)
- Fraud Detection with ML Scoring (Grants, Financial)



### Automation & Processes

- Robotic Process Automation (RPA)
- Systems Integration & API Development
- Intelligent Document Processing (IDP)

## DIFFERENTIATORS



### Proven Results:

- **Proven Impact:** Achieved a 90% reduction in document review time, 45% faster deployment cycles, and 99% bug-free release rates
- **Proven SOA/ESB Expertise:** Demonstrated success in designing, developing, and deploying service-oriented enterprise bus architectures using Oracle ESB and Cordys



### AI-Driven Automation:

- **Advanced Automation:** Integrates GenAI, XGBoost, Elasticsearch, and OpenAI to enable predictive risk scoring and real-time fraud detection.
- **AI with Explainability:** Supports Explainable AI (XAI) and connects with BI dashboards for audit readiness providing transparency and decision-making confidence.



### Innovation & Strategy:

- **Compliance-Driven:** End-to-end alignment with EO 14028, OMB M-22-18, Continuous ATO, and Zero Trust Architecture.
- **Modular, Scalable Solutions:** Cloud-native design supports multi-agency adaptation with minimal disruption.



Krai Solutions

# PAST PERFORMANCE



## Latest Projects

- **NIH NITAAC (09/2016 - Present):** Multi-year modernization of a \$3.3M cloud procurement system; DevSecOps, AWS Redshift, Tableau, Elasticsearch..
- **Electric Power Research Institute (EPRI) (09/2022 – 11/2022):** We conducted in-depth structure cracks simulation code analysis and refactoring.



## Advanced Solutions

- **Code Creator, LLC (02/2020 - 10/2022):** SAAS, Multi-tenant, and AI-powered IDP platform with AWS Textract and Elasticsearch; achieved 99% parsing accuracy across 3,600+ daily documents.
- **NIH NITAAC (08/2016 - 07/2022):** Led the modernization and migration of the e-GOS application to AWS Cloud.

# HOW TO CONTRACT WITH US

## 8A SOLE SOURCE [FAR 19.808-1; DFARS 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:** For service contracts, sole source contracts are permissible up to \$4M, 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:** This program 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:** This policy reflects adherence to fair market pricing, delivering value without compromising quality, and it is 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.

