

# CIPS NEWSLETTER

4520 East West Highway, Suite 620, Bethesda, MD 20814



#### COMING SOON:

- CIPS is pleased to announce the launch of the company's revamped website in January 2015.

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## 2015-BEGINNING TO MOVE !

BY RAVI BUTANI, CIPS PRESIDENT  
VINCE DIXON, DIRECTOR, CAPTURE AND BUSINESS DEVELOPMENT

If 2013 was a challenging year at this time last year, then 2014 turned out to be the year when we began to see the light at the end of the tunnel. This in spite of the fact that some customers delayed procurements and held off spending. For CIPS having irons in the fire, keeping what we have, and winning new work were our FY2014 focus. We achieved two out of three objectives!

The work we did in 2014 for our customers progressed successfully. Couldn't have done it without the difference our employees made day in and day out at our customer sites. They received accolades, and worked on new innovations. We recognized our employees for their persistence and quality. Indeed! We have to thank our back office staff who worked harder and with less and did not give in any ground to our competition!

Their quality efforts paid off and our responses continue to show greater interest and bite.

Customer satisfaction on top of one's mind at CIPS. We passed the ISO 9001 Audit for the fourth time!

The opportunity space has fierce competition and we are starting 2015 with higher backlog – and a sign when things are *Beginning to Move in Fiscal 2015*

The goodwill that we have generated over the past decade and a half is helping the company grow and we are well prepared to face the change as the Information Technology continues to be dominated by a few forces: *cognitive analytics, cloud, and cyber*

There is a recurring thread throughout the federal space and these forces have become more important than ever and are embedded into the governments thinking about how to be secure, vigilant, and resilient in approaching these technologies.

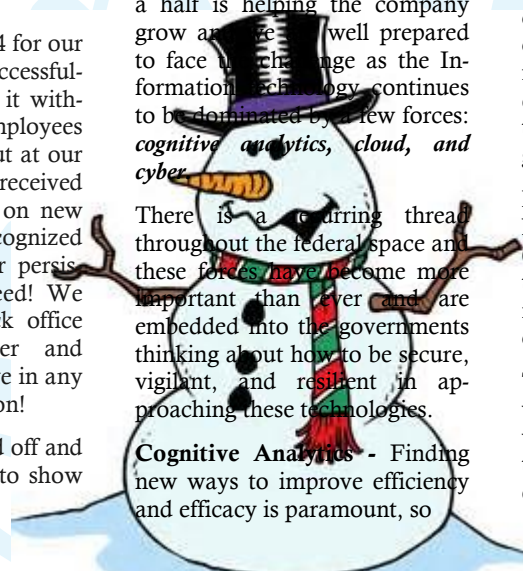
**Cognitive Analytics** - Finding new ways to improve efficiency and efficacy is paramount, so

Government Agency CIOs , and CTOs are interested in *cognitive analytics*—and for good reason. Federal agencies have spent some \$5 billion on big data projects in 2012, it is forecasted to grow to \$6 billion this year and to \$8 billion by 2017.

For many federal agencies, the ever-increasing volumes of data are quickly outstripping the available manpower. As agencies learn to leverage the machines to handle many of the manual processes around the data and hypothesis formulation, cognitive analytics play a greater role.

For example, the Centers for Medicare & Medicaid Services (CMS) have been using predictive modeling in detecting fraud in Medicare and Medicaid claims for several years.

The Department of Defense—which must keep up with the wealth of information it captures—is becoming a major user of cognitive analytic tools. ..



## CIPS ATTENDS SUPER COMPUTING SCI4 CONFERENCE, NEW ORLEANS, LA

CIPS collaborates with the U.S. Naval Research Labs (NRL) on their Research and Advanced Technology Development efforts. A 100 gigabits per second (100G) remote I/O demonstration was conducted . CIPS employee Dardo Kleiner has been contributing to the development to processing framework application. The U.S. NRL is the Navy's full-spectrum corporate laboratory , conducting a broadly based multidisciplinary program of scientific research and advanced technological development. The Laboratory is located in southwest Washington, D.C.

with other major sites at the Stennis Space Center , Miss., and Monterey, Calif.

For more information on NRL and Collaborators please visit the link <http://www.nrl.navy.mil/media/news-releases/2014/nrl-and-collaborators-conduct-100-gigabit-second-remote-io-demonstration#sthash.8GhOg5Ef.dpuf>

## 2015-BEGINNING TO MOVE (CONTINUED)

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For example, the Centers for Medicare & Medicaid Services (CMS) have been using predictive modeling in detecting fraud in Medicare and Medicaid claims for several years.

The Department of Defense—which must keep up with the wealth of information it captures—is becoming a major user of cognitive analytic tools. Also the federal government's intelligence agencies are making use of these advanced capabilities. CIPS is poised to take advantage of these contract opportunities as they arise.

Our many years of supporting High Computing Centers, work at NIH/NIAID Rocky Mountain Lab, and the Navy Research Lab (NRL) and National Institute of Standards and Technology (NIST) have given us the expertise over our competition for this area.

**Cloud** - With the increase of both state-sponsored and independent cyber threats, the Department of Defense (DOD) is transforming the way in which it acquires, operates, and manages its IT in order to realize increased efficiency, effec-

tiveness, and security.

DOD has committed to accelerating the adoption of cloud computing within the Department and to providing a secure, resilient Enterprise Cloud Environment through an alignment with DOD-wide IT efficiency initiatives, federal data center consolidation and cloud computing efforts. CIPS in CY 2014 has competed on several cloud initiatives at DOD and are awaiting decisions. We began a relationship with Acquia, the industry leader in Drupal and Cloud solutions in 2014. Some of our Government customers are surveying the cloud market to see who can help transfer moderately sensitive geographic data from an agency facility to the cloud. We have competed on some and anticipate competing more on such work. With partnerships like Acquia, we anticipate to pursue Cloud opportunities throughout the federal space.

**Cyber** – On Oct. 29, 2014 – the commander of U.S. Cyber Command told an audience at a U.S. Chamber that Cyber is the ultimate team sport, and it will take true partnerships between defense and industry to protect the nation's information systems. "There's no one single group or entity that has all the answers, nor is

there one single group or entity capable of executing the solutions that we need to do" Navy Adm. Michael S. Rogers said.

In many ways, 2014 was the year of cyber for CIPS.

This emerging discipline has become a major point of emphasis for our business and in the last calendar year we have competed on several of these types of offerings at several new and potential customers.

What matters is - these new IT forces continue to add to our Customer bottom line. We wish our Clients and Employees a healthy and prosperous 2015!

"Success is about creating benefit for all and enjoying the process. If you focus on this & adopt this definition, success is yours."

— Kelly Kim

## NIH/CIT AND CIPS RECOGNIZES CONTRIBUTORS

On December 15th 2014, CIPS President Mr. Ravi Bhutani awarded two employees, Keith Medlen and Megan Giraldo, on their excellent contribution and support to the National Institute of Health (NIH) Center for Information Technology (CIT). Keith Medlen is recognized for his continuous hard work and dedication towards the company. "Keith is consistently a top performer on my team. He is very reliable and his work ethics are impeccable. I am fre-

quently receiving praise from Keith's customers for his knowledge and professionalism." said Dan Gange, Connectivity and Communications Team Lead, NIH IT Service Desk. Although working for CIPS for a short period of time, Megan Giraldo has been recognized for the Service Desk Project by exceeding expectations in learning about customers and enterprise processes. "Megan has shown excellent growth since she started less than a year ago. She continues to show an interest in learning new skills...Mrs. Giraldo provides

customer service to our customers and always follows up with them to make sure their issue is resolved..." said Alana Heintzelman, NIH IT Service Desk/SRA Supervisor. Thank you for your continuous excellent support, hard work, and dedication in primary excellent customer satisfaction and support!

**GREAT  
JOB!**

## ANNOUNCEMENTS



We would like to introduce to you new members of the CIPS team:

Megan Giraldo

Kevin Carlin

Ashley John



CIPS would like to thank some of their employees for years of dedication and hard work for the company. We sincerely appreciate everything that you do.

Brian Culbreath—3 years

Jean Francios—3 years

Michael Hewitt—3 years

Keith Medlen—3 years

Greta Mileva—6 years



This publication is brought to you by the CIPS Team in Bethesda, Maryland.

Ravi Bhutani

Greta Mileva

Vince Dixon

Ashley John

We hope you enjoyed this year's Winter Edition CIPS Newsletter. Please submit any questions, comments, photos, ideas, etc to Ashley John at [amjohn@cips.com](mailto:amjohn@cips.com)

Thank you.

## ART OF GIVING

In the spirit of the Thanksgiving holiday several members of the CIPS team including Mr. Ravi Bhutani, Mrs. Greta Mileva, and Mr. Vince Dixon, spread their holiday cheer by giving its employees 10lb turkeys, from the well-known Eastern Market located in the historic Capitol Hill. The Eastern Market is a minority-owned business that is a destination for fresh produce, free-range farm poultry, and community events in the D.C. Metropolitan area. The turkeys

distributed for the Thanksgiving holiday was a token of appreciation for all the employee's hard work and dedication towards the company. Judging by all the excitement and pleased faces of the employees at CIPS, the turkey giveaways was a success!

Many employees were eager to begin their dinner preparations for the holiday celebration with their families and friends.

For more information on Eastern Market, please visit their website at [www.easternmarket-dc.org](http://www.easternmarket-dc.org)

“What you get by achieving your goals is not as important as what you become by achieving your goals.”  
— Henry David Thoreau

## PROTECTING YOUR HOME DURING WINTER



The heart of winter is approaching and it's important to keep yourself as well as your home safe during the cold months. Here are some tips on keeping your home safe during the winter. You can read more information at [ready.gov](http://ready.gov)

1. Update and maintain heating systems—furnace inspection
2. Check exterior, doors, and windows—weather stripping
3. Inspect roof, gutters, and downspouts
4. Make sure all service weather equipment is working
5. Prevent plumbing freezes—insulate pipes
6. Emergency kit ready available

## STAYING HEALTHY DURING THE WINTER

The holidays are a great opportunity to enjoy time with family and friends, celebrate life, to be grateful, and reflect on what's important. They are also a time to appreciate the gift of health. Here are some holiday tips to support your efforts for health and safety this season.

1. Make sure all vaccinations are up to date.
2. Wash hands often.
3. Limit exposure to infected people.
4. Keep stress to a minimum
5. Eat healthy.
6. Exercise
7. Getting enough sleep

**Read more at [fda.gov](http://fda.gov)**



### **Federal Holidays of 2015**

Thursday, January 1 — New Year's Day  
Monday, January 19— Birthday of Martin Luther King Jr.  
Monday, February 16— Washington's Birthday  
Monday, May 25— Memorial Day  
Friday, July 3— Independence Day  
Monday, September 7— Labor Day  
Monday, October 12— Columbus Day  
Wednesday, November 11— Veterans Day  
Thursday, November 26— Thanksgiving Day  
Friday, December 25— Christmas Day

At CIPS we believe the holiday season is an important time to give back to the community and help those who are less fortunate in hopes to bring smiles to faces and comfort in hearts. If you or anybody you know is interested in community service and volunteer opportunity around the Washington, DC area, please check out [serve.dc.gov](http://serve.dc.gov) and click on the database **NeighborGood Volunteer Opportunity** to find local listings in your area.

*A Message to Family and Friends!*

*The holiday season is here and it's a magical time with beautiful moments and cherished memories. May your holiday be wrapped up with cheer and happiness. From all of us at CIPS, we would like to wish you and your family peace, love, and prosperity but most of all Happy Holidays and Happy New Years!*



Computer Integration Programming Solutions Corp. (CIPS) is a Small Disadvantage Business (SDB) that provides quality Information Technology services for a wide range of clients such as: the federal, DoD, state, and local government; healthcare; and financial and law enforcement agencies. Located in Bethesda, Maryland, CIPS has been recognized by clients, partners for providing timely, reliable and secure IT services. Service areas include Operations & Maintenance, Systems Support, Network Management, Continuous Monitoring, Database & Application Enhancements, and Program Management. CIPS is certified in ISO 9001:2008, and its services are available on GSA Schedule 70 and GWACs such as 8(a) Stars II, eFAST, CIO-SP3 SB etc.