

ATTACHMENT 1: SBA 1450 8(a) Annual Update For Chitra Productions

1. Business Information

Date: 2/19/19	Case No.: 304502
SAM Last Update: 01/22/2019	8(a) Approval Date: 01/21/2011
8(a) Transition Stage Date: 01/21/2016	8(a) End Date: 01/21/2020
Company Name: Chitra Productions, L.L.C	Phone: 757-495-0234
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12. Business Activity Report

This report will be made for the program year starting on January 1, 2018 and ending on December 31, 2018.

Contracts won in 2018:

Cat.	Agency	Total Contract Award (Base & Options)	Project #	Competition Type
8(a)	Air Force; 633 CONS/PKD	\$132,690.80	50	Sole Source
Non 8(a)	Federal Railroad Administration	\$67,508.48	52	Competitive
8(a)	Air Force; 42 CONS Sqd	\$790,883.20	53	Sole Source
TOTAL:		\$991,082.48		

Summary of Contracts won in 2018:

Category	Contract Award	Percentage
Non 8(a)	\$67,508.48	6.81%
8(a)	\$923,574.00	93.19%
Total:	\$991,082.48	100%

Summary of Actual Sales in Program Year: Program Dates: January 1, 2018 to December 31, 2018

Category	Sales	Percentage
Non 8(a)	\$5,476,469.87	53.21%
8(a)	\$4,816,340.13	46.79%
Total:	\$10,292,810.00	100%

How many competitive and sole-source solicitations (private, Federal, state or local) have you responded to within the last program year?

Category	Number of Competitive Solicitations	Number of Sole Source Solicitations
Commercial	2	0
Local Government	1	0
State Government	0	0
Federal Non-8(a)	21	0
Federal 8(a)	4	2
Total	28	2
Total All Categories:		30

How many sources sought/RFIs (private, Federal, state or local) have you responded to within the last program year?

Category	Number of RFIs
Commercial	0
Local Government	0
State Government	0
Federal Non-8(a)	54
Federal 8(a)	1
Total	55

Joint Ventures

CP is involved in multiple Joint Ventures. The following information is the number of solicitations and sources sought that CP responded to via one of our JV vehicles. As of December 31, 2018 we are involved in three JVs.

- **CPC2 JV** (SBA approved 8(a) JV with C2 Technologies)
- **ChitraCyberNet JV** (CCN) (WOSB JV with CyberNet)
- **AHA-CP JV** (HUBZone & WOSB JV with A. Harold & Associates)

How many competitive and sole-source solicitations (private, Federal, state or local) have you responded to within the last program year?

Category	Number of Competitive Solicitations	Number of Sole Source Solicitations
Commercial	0	0
Local Government	0	0
State Government	0	0
Federal Non-8(a)	1	0
Federal 8(a)	19	0
Total	20	0

How many sources sought/RFIs (private, Federal, state or local) have you responded to within the last program year?

Category	Number of RFIs
Commercial	0
Local Government	0
State Government	0
Federal Non-8(a)	5
Federal 8(a)	0
Total	5

Business Plan for Non-8(a) Work

Chitra Productions (CP) bid on 24 proposals and 54 sources sought/RFIs in 2018, which were not 8(a) set-asides. More than 80% of the contracts that CP bid on or replied to were non-8(a) work. As we get closer to our 8(a) graduation date, CP is continuing to seek work and develop relationships outside the 8(a) program. Our plan for 2019 is to seek more opportunities within the Small Business, Woman-Owned, Economically Disadvantaged Woman Owned Small Business and HUBZone set-asides.

How many competitive bids [8(a), small business, woman-owned, etc.] were won within the last program year?

Category	Number of Competitive Solicitations
8(a)	0
Small Business	1
Woman-Owned Small Business	0
EDWOSB	0
HUBZone	0
Total	1

On the next page please find the efforts made by Chitra Productions to pursue 8(a) sales and non-8(a) sales within the last year. The table is a list of every solicitation and sources sought/RFI that Chitra Productions, L.L.C and our JVs responded to from January 1, 2018 to December 31, 2018.

Solicitations & SS Responded to in 2018

Type	Prime	Title	Agency	Month/Year	Solicitation #	NAICS	Set-Aside	Result	Teaming	Contract Vehicle
Chitra Productions, LLC										
Solicitation	CP	Portsmouth Science Lab Tables And Chairs	Portsmouth Public Schools	1/22/18	ITB# 925-B-1718				Plan B Concepts	
Solicitation	CP	USAFA CREATIVE SERVICES (CS)	Department of Air Force	2/20/18	FA7000-18-T-0007	52110	Total Small Business		DirectViz Solutions	GSA 541-4B
Solicitation	CP	Ellsworth AFB Library Furniture	Department of Air Force	2/21/18	FA469018R0002	337211	Small Business		Plan B Concepts	
Solicitation	CP	EPASS QEIP Support	Department of Air Force	3/29/18	FA3300-18-RFQ-0007		8(a)		NA	EPASS BPA
Sole Source	CP	LAN Management & Maintenance	Department of the Air Force	3/29/18	FA8732-XX-X-XXX	541513	8(a)	WO N	NA	
Solicitation	CP	GSA Schedule 70	General Services Administration	3/30/18			Total Small Business	WO N		
Solicitation	CP	NHI FHWA Course Development	Federal Highway Administration	4/13/18	693JJ318R000012	611430	8(a) Competitive		ARA	
Solicitation	CP	NAVY RISK MANAGEMENT FRAMEWORK VALIDATIORS	Department of the Navy	5/16/18	N0018918R3009:1	541330	WOSB		Cybernet	Seaport
Solicitation	CP	NRL Infrastructure Vulnerability Research and Development	Navy	6/7/18	N00173-18-R-ZL02	541990	Total Small Business		ARA	
Solicitation	CP	SeaPort Next Generation	Navy	7/2/18	N0017818R7000	541330	Total Small Business	WO N		SeaPort Next Gen
Solicitation	CP	FEMA Qualification Systems, Training Development, Education, and Assessment Support	Federal Emergency Management Agency (FEMA)	7/2/18	RFQ1294714 (MOBIS 874-4)	611430	Small Business		AHA ARA	
Solicitation	CP	FEMA ESSD Revision	FEMA	7/5/18	WX03580Y2018T		Total Small Business		ARA	
Solicitation	CP	USMMA Kings Port New York Videos	USMMA	7/12/18	via email		Total Small Business			
Solicitation	CP	Fire Investigation Curriculum Update	Federal Emergency Management Agency (FEMA)	7/12/18	WX02919Y2018T	611710	Total Small Business		ARA	

Type	Prime	Title	Agency	Month/Year	Solicitation #	NAICS	Set-Aside	Result	Teaming	Contract Vehicle
Solicitation	CP	ARNG Logistics System and Training Support	ARNG	7/13/18	RFQ1271703 (GSA 70) / W9133L-18-R-0019	541614	8(a)		C2 Technologies	GSA Schedule 70
Solicitation	CP	NWRS-BRAND CREATIVE/IDENTITY ASSET DEV	Department of the Interior Fish and Wildlife Service Brand Creative	7/16/18	140F0918Q0051	541810	Total Small Business		Ideabar	
Solicitation	CP	FEMA TOR Advanced PIO Course Exercise Expansion- Revised quote	FEMA	7/27/18	WX03199Y2018T	611430	TSB		ARA	
Solicitation	CP	Training Development and Design	Department of Commerce	8/8/18	RFQ1304446 CENS-18-0072		EDWOSB		AHA	GSA
Solicitation	CP	Communication and Website Support Services	HHS	8/16/18	RFQ1311632		Large			GSA
Solicitation	CP	CDC Training Business Volume Resubmit	HHS	8/22/18	2017-Q-66360	611710	TSB		ARA CNA	
Solicitation	CP	Course Development and Update Development	DOT	8/30/18	693JJ318R000028	541519	8(a) Competitive		AHA	
Solicitation	CP	Software & Database Maintenance & IT Support Services	Department of Labor	8/30/18	RFQ1315495 / 1605DC-18-Q-00198	541511	TSB		ScribeDoc	GSA - Schedule 70
Solicitation	CP	Opioid Training Materials Development Initiative Support Services	HHS	9/12/18	NIEHS-5066947	541990	TSB		AHA	
Solicitation	CP	ProTech Weather Domain Final RFP	NOAA	9/12/18	ST-1330-18-RP-0041	541330	N/A			
Solicitation	CP	DOT Federal Railroad Administration (FRA)	DOT	9/21/18	RFQ693JJ618Q00018		Small	WO N	AHA	GSA 00CORP
Solicitation	CP	DOS Facility Management Support Services	DOS	9/28/18	19AQMM18R0336	561210	HUBZone			
Sole Source	CP	AUTLC	AF	9/28/18	AUTLC Pricing		8(a)	WO N	C2 Technologies	
Solicitation	CP	NIH/ORWH Communications Logistics and Multi media support	GSA 00Corp	9/28/18	NIHOD201800038 RFQ1327873		TSB		ARA	GSA
Solicitation	CP	Oasis -GSA released	GSA	11/13/18	GS00Q-13-DR-0002		TSB			
Sole Source	CP	Performance and Financial Highlights	National Science Foundation	11/28/18	49100419Q1013		8(a)			

Type	Prime	Title	Agency	Month/Year	Solicitation #	NAICS	Set-Aside	Result	Teaming	Contract Vehicle
CPC2 Joint Venture										
Solicitation	CPC2 JV	Army Management Staff College	Army	5/9/18	18-0002		Task Order under AVLE BPA			
Solicitation	CPC2 JV	Company Commander/First Sergeant Pre-Command Course	Army	5/9/18	18-0003		Task Order under AVLE BPA			
Solicitation	CPC2 JV	Information Technology Approval System	Army	5/9/18	18-0004		Task Order under AVLE BPA			
Solicitation	CPC2 JV	25U Situational Training Exercise - Analysis	Army	5/9/18	18-0007		Task Order under AVLE BPA			
Solicitation	CPC2 JV	Tactical Power Planning and Operations Analysis	Army	6/13/18	18-0008		Task Order under AVLE BPA	WO N		
Solicitation	CPC2 JV	Army Combat Readiness Center - Contract Safety Course	Army	6/13/18	18-0010		Task Order under AVLE BPA	WO N		
Solicitation	CPC2 JV	US Army Combat Readiness Center - Leader Safety Course	Army	6/18/18	18-0009		Task Order under AVLE BPA			
Solicitation	CPC2 JV	SHARP for Annual Mandatory Training	Army	7/17/18	18-0001		Task Order under AVLE BPA			
Solicitation	CPC2 JV	USASIGCOE&FG Staff S6 Function Simulation Course	Army	8/16/18	18-0006		Task Order under AVLE BPA			
Solicitation	CPC2 JV	Range Operations Professional Development Program	Army	8/18/18	18-0005		Task Order under AVLE BPA			
Solicitation	CPC2 JV	Maneuver Center of Excellence Personal and Crew Served Weapons	Army	9/11/18	18-0011		Task Order under AVLE BPA			
Solicitation	CPC2 JV	DA Civilian Police Supervisor and Security Guard Supervisor (DL Task Analysis)	Army	9/11/18	18-0015		Task Order under AVLE BPA			
Solicitation	CPC2 JV	Army University Mid-grade DL Course Development	Army	9/18/18	18-0012		Task Order under AVLE BPA			

Type	Prime	Title	Agency	Month/Year	Solicitation #	NAICS	Set-Aside	Result	Teaming	Contract Vehicle
Solicitation	CPC2 JV	92W10 Water Treatment Specialist	Army	9/18/18	18-0013		Task Order under AVLE BPA			
Solicitation	CPC2 JV	92L Petroleum Laboratory Specialist Course	Army	9/18/18	18-0014		Task Order under AVLE BPA			
Solicitation	CPC2 JV	AMEDD Medical Equipment Operator and Maintainer Training	Army	9/21/18	18-0018		Task Order under AVLE BPA			
Solicitation	CPC2 JV	U.S. Army Engineer School Combat Skills DL Development	Army	9/24/18	18-0016		Task Order under AVLE BPA	WO N		
Solicitation	CPC2 JV	U.S. Army Engineer School Vertical Skills DL Development	Army	9/24/18	18-0017		Task Order under AVLE BPA	WO N		
Solicitation	CPC2 JV	AMCD Administrative, Professional, and Technical Services	DOT	11/16/18	6973GH-19-R-00002	541611	8(a)			
Chitra CyberNet JV (CCN)										
Solicitation	CCN	Research on Economic Impact of Cyberattacks on Small business	Small Business Administration	8/8/18	SBAHQ-18-Q-0012	541990	Total Small Business			
Proposals to Other Companies for Government Work										
Solicitation	ManTech	CANES Training Virtual Environment	Department of the Navy	3/30/18	N00039-18-R-0009	541330	N/A		CP is a subcontractor to ManTech	
Solicitation	Scribe Doc	Medical Device Information Security Support Services	Air Force Medical Operations Agency	9/5/18	ID05180035				CP is a subcontractor to ScribeDoc	
Chitra Productions, LLC										
Sources Sought	CP	DIGITAL ADVERTISING	Department of the Army	1/24/18	W912JA-18-R-0002	541890	N/A		NA	

Type	Prime	Title	Agency	Month/Year	Solicitation #	NAICS	Set-Aside	Result	Teaming	Contract Vehicle
Sources Sought	CP	Army Social media Management Services	Department of the Army	2/2/18	W15QKN18X01RX	541519	N/A		Carahsoft Technology Corp.	
Sources Sought	CP	Web Hosting, Redesign, and Migration	Department of Commerce	2/6/18	GG000000-18-01114	518210	N/A		NA	
Sources Sought	CP	Interactive Media Instruction Design Services	Department of the Navy	2/7/18	M00264-18-R-0012	611710	N/A	It went TSB		
Sources Sought	CP	Infrastructure Vulnerability Research and Development	Department of the Navy	2/16/18	N00173-18-R-SA02	541990	Total Small Business		ARA	
Sources Sought	CP	Self Assessment PM	Department of Air Force	2/19/18	FA481918R4004	541611	Total Small Business			
Sources Sought	CP	Air University Student Information System Assistance and Advisory Services	Department of Air Force	3/5/18	FA330018RFI0008 / RFQ 1268614	874-1	N/A		NA	GSA PSS 874 1
Sources Sought	CP	AOC 26B Information Systems Engineer and Training Support	Department of the Army	3/12/18	11104058	611430	Total Small Business			
Sources Sought	CP	Onsite video production programmer (VA-18-00029747) 541-18-2-061-	Department of Veteran Affairs	3/15/18	36C25018Q9209	512110	N/A			
Sources Sought	CP	Business Intelligence for Influenza Vaccine Supply Chain Analytics	Department of Health and Human Services	3/16/18	SSN_BARDA_2018	541512	N/A		TIBCO	
Sources Sought	CP	HUMAN RESOURCES MULTIPLE PERSONNEL FUNCTIONS (HRMPF)	Department of Air Force	3/21/18	FA680018RFIHRMPF	561110	N/A		NA	
Sources Sought	CP	Enterprise Wide Social Media Tool	Department of the Interior	3/23/18	140F0918R0011	511210	N/A		Carahsoft Technology Corp.	

Type	Prime	Title	Agency	Month/Year	Solicitation #	NAICS	Set-Aside	Result	Teaming	Contract Vehicle
Sources Sought	CP	DISA Cyber Services Information Assurance (IA) Vulnerability Management Services, Sources Sought tracking number: 831812220.	DISA	3/29/18	831812220	541519	N/A		Cybernet	
Sources Sought	CP	Executive Management and Administrative Support Service	DOD	4/6/18	RFQ1274552 / HQ0034-18-R-0120	541611	NA			GSA
Sources Sought	CP	831812275	DISA	4/12/18	831812275	518210	N/A		Cybernet	
Sources Sought	CP	Infrastructure Vulnerability Research and Development	Department of the Navy	4/13/18	N00173-18-R-SA02	541990	Total Small Business		ARA	
Sources Sought	CP	NIHBPSSII	Department of Health and Human Services	4/20/18	NIHOD-CMSSDA-2018-003	541990	Total Small Business			
White Paper & Oral Presentation	CP	Army Leader's Dashboard	Department of the Army	4/30/18	W15QKN-18-X-01K6	541512	NA		TIBCO	
Sources Sought	CP	NAWCTSD Training Content Contract (TCC) Multiple Award Contract	Department of the Navy	5/17/18	N6134019R0002	541330	N/A			
Sources Sought	CP	Army Faculty and Staff Instructors	Army	6/28/18	1115898	611430	8(a)		AHA	
Sources Sought	CP	Human Capital and Training Solutions (HCaTS) Small Business (SB) Pool 1	General Services Administration	7/2/18	GS02Q18CRR-0001	611430	NA			
Sources Sought	CP	SURFACE NAVY CURRICULUM MODERNIZATION AND ANALYSIS	Department of the Navy	7/7/18	N6134018R0015	541511	N/A			
Sources Sought	CP	Media Partner for US Attorney's Office (SS)	Department of Justice	7/23/18	RFQ1306027 (GSA)		N/A		Ideabar	
Sources Sought	CP	Navy Education/Training - Scientific/Management	Navy	7/31/18	N0018918T0007	611430	N/A		AHA	

Type	Prime	Title	Agency	Month/Year	Solicitation #	NAICS	Set-Aside	Result	Teaming	Contract Vehicle
Sources Sought	CP	USPTO Cyber Security Support	Department of Commerce USPTO	08/02/2018	GSA 70 RFQ1306715		N/A			
Sources Sought	CP	Education Services Administrative Support	Army	8/10/18	W9124D-19-Q-5007	611710	Total Small Business			
Sources Sought	CP	Sources Sought for Corporate Communications Support	Naval Surface Warfare Center Dahlgren Division (NSWCDD)	8/30/18	Seaprt-e	541330	N/A			Seaport-e
Sources Sought	CP	DCMA Media Services Market Research Inquiry	DCMA	8/30/18			N/A			
Sources Sought	CP	CyberSecurity as a Service	Department of Homeland Security	9/7/18	70SBUR18I00000027	541512	N/A			
Sources Sought	CP	Writer- Editor		9/7/18	SSHHSOIG20180001	541990	Total Small Business			
Sources Sought	CP	SEC Integrated Professional Support Services	Securities Exchange Commission	9/28/18	SEC_IPASS_Industry_Day	541611	N/A			
Sources Sought	CP	Navy Coastal Riverine Force (CRF) Instructor Support	Navy	10/4/18	N0018919TCCRF	541330	N/A		AHA	Seaport-e
Sources Sought	CP	Cyber Defender Training	Army	10/9/18	W911S018X0001	611430	N/A			
Sources Sought	CP	Facilities Support for US NRL	Navy	10/15/18	N6247018R3012	561210	N/A			
Sources Sought	CP	Mission Command Arts and Sciences Program	Army	10/15/18	W9124900010022018	611430	N/A		AHA	
Sources Sought	CP	Global Service Center	DISA	10/16/18	62181272401	541513	N/A			
Sources Sought	CP	Corporate Enterprise Learning Development Program	Millennium Challenge Corporation	10/19/18	953324-CELD0001	611430	N/A			
Sources Sought	CP	RFI for FAI Curriculum Development Services BPA	GSA	10/19/18	RFQ1322814		N/A			GSA

Type	Prime	Title	Agency	Month/Year	Solicitation #	NAICS	Set-Aside	Result	Teaming	Contract Vehicle
Sources Sought	CP	Multimedia and Visual Information	Army	10/19/18	W9124P-18-C-PPPP	541519	N/A			
Sources Sought	CP	MSC Facility Support	Military Sealift Command	10/23/18	N102-18-2011	561210	N/A			
Sources Sought	CP	Region 6 Media Support Services, Tactical Communications Support for Implementing	Department of Transportation National Highway Traffic Safety Administration	10/24/18	693JJ19RQ001229	541810	N/A			
Sources Sought	CP	Region 8 Media Support Services	DOT	10/25/18	693JJ918RQ001165	541810	N/A			
Sources Sought	CP	Administrative Support Services	DSS	10/31/18	HS0021-19-RFI-ADMINSS	541611	N/A			
Sources Sought	CP	NAWC-AD 6.8.4, Aviation Readiness & Resource Analysis Support Services	Naval Air Systems Command	10/31/18	N00421-19-R-0018	541330	N/A			
Sources Sought	CP	SEC EISD Technical Support Services	Army	10/31/18	W56JSR2019_EISD_IT_SUPPORT	541519	N/A			
Sources Sought	CP	T--Visual Information Services	Navy	11/9/18	N00189NORFQXX	541922	N/A			
Sources Sought	CP	USDA/Office of Communication: Cyber Security	USDA via GSA	11/13/18	RFQ1337808	541519	N/A		Cybernet	
Sources Sought	CP	RFI Professional Training Management Services	GSA	11/16/18	RFQ1337424		N/A			GSA 00CORP
Sources Sought	CP	Cybersecurity (CS)/Information Assurance (IA) Support	NAVSUP Fleet Logistics Center	11/30/18	N0018919R0000	541990	N/A			
Sources Sought	CP	Navy Enterprise Service Desk (NESD) User Support Services (USS)	Space and Naval Warfare Systems Command	12/4/18		541330	N/A		AHA	Seaport-e

Type	Prime	Title	Agency	Month/Year	Solicitation #	NAICS	Set-Aside	Result	Teaming	Contract Vehicle
Sources Sought	CP	USPFO Mobile Fitness App	Army	12/5/18	W912L119R0009	541511	N/A			
Sources Sought	CP	Center for Early Conflict Management (CDER) Mobile App	Department of Defense Education Activity	12/7/18	HE1254-19-RFI-8002	511210	N/A			
Sources Sought	CP	Defense Intelligence Agency Academy Service Support	Defense Intelligence Agency	12/7/18	SourcesSought-VACA-19-0010		N/A		AHA	
Sources Sought	CP	Website Redesigning/Hosting Services	Department of Commerce	12/10/18	RFQ 1341310		N/A			GSA Schedule 70
Presentation Proposal	CP	NAVSUP Presentation	Navy	7/23 & 7/30	Presentation & One page cap		N/A			
CPC2 Joint Venture										
Sources Sought	CPC2 JV	Human Resources/Multiple Personnel Functions	Department of the Air Force	1/17/18	FA489018R0009	541611	NA			
Sources Sought	CPC2 JV	Surface Navy Curriculum Modernization and Analysis	Navy	6/7/18	N6134017R0033	541511	NA			
Sources Sought	CPC2 JV	SURFACE NAVY CURRICULUM MODERNIZATION AND ANALYSIS	Department of the Navy	7/7/18	N6134018R0015	541511	N/A			
Chitra CyberNet JV (CCN)										
Sources Sought	CCN	CyberSecurity as a Service	Department of Homeland Security	9/7/18	70SBUR18I00000027	541512	NA			
Sources Sought	CCN	Cybersecurity (CS)/Information Assurance (IA) Support	NAVSUP Fleet Logistics Center	11/30/18	N0018919R0000	541990	NA			

Marketing Visits & Outreach to Federal Agencies

Provide the following information for all marketing visits and outreach to federal agencies from January 1, 2018 to December 31, 2018 in the pursuit of new business:

Agency/Company	POC Name	Date	Type (Federal or Private)
Old Dominion University	Oscar Gonzalez	Jan-18	Private
ALKU	Brendan Bagnato	Jan-18	Private
ARA	Bruce Grabbe	Jan-18	Private
Yellowfin	Alex Mix	Jan-18	Private
Aerotek	Amanda Moser	Jan-18	Private
Tibco	Mandie Van Wormer, Alan Shaeffer	Jan-18	Private
DirectViz	Eric Richards	Feb-18	Private
Tibco	Todd Luongo	Feb-18	Private
SBA	Carl Knoblock	Feb-18	Government
Prosoft	Karen Hinson, James Diggs	Feb-18	Private
SBA	Mariana Pardo	Mar-18	Government
FEMA	Chance Caione	Mar-18	Government
Tibco	Mandie Van Wormer	Mar-18	Private
Cybernet	Don Lawson	Mar-18	Private
SAIC	Josh Jackson	Mar-18	Private
Department of the Navy	Chris Jones	Mar-18	Government
Department of the Navy	Sea, Air and Space Convention	Apr-18	Government
Cybernet	Glenn Beach	Apr-18	Private
SAIC	Jeffrey Raver	Apr-18	Private
General Dynamics	Scott Sloan	Apr-18	Private
ManTech	Jeff Davis	Apr-18	Private
USMC	Kyle Beagle	Apr-18	Government
C2 Technologies	Dolly Oberoi, Dara Nicholls	Apr-18	Private
Department of the Navy	IT Conference	Apr-18	Government
HUD	HUBZone Conference	May-18	Government
AITC	Gabe Ruiz, Wells Barlow	May-18	Private
Tibco	Mandie Van Wormer	May-18	Private
Aerotek	Emily Mathis	May-18	Private
Department of the Army	Ft. Belvoir - Presentation	May-18	Government
Ideabar	Amy Royster	Jun-18	Private
SAIC	Josh Jackson	Jun-18	Private

Agency/Company	POC Name	Date	Type (Federal or Private)
NSWC Carderock	Industry Day	Jun-18	Government
AHA	Bob Tabone	Jun-18	Private
Cybernet	Don Lawson	Jun-18	Private
ARA	Bruce Grabbe	Jun-18	Private
AHA	Bob Tabone	Jul-18	Private
Cybernet	Don Lawson	Jul-18	Private
Department of the Air Force	Stephen Cooper	Jul-18	Government
USMC	Kyle Beagle	Jul-18	Government
NAVSUP	Capabilities Presentation	Aug-18	Government
Butterfly Training	Darren Finucane	Aug-18	Private
Cybernet	Don Lawson	Aug-18	Private
AHA	Bob Tabone	Aug-18	Private
ScibeDoc	Sandy Kumar	Aug-18	Private
Booz Allen Hamilton	Natalie Morrozoff	Aug-18	Private
Booz Allen Hamilton	Thom Crabtree	Aug-18	Private
SBA	Ms. Hodge	Aug-18	Government
CareerTrain	Jimmy Shafe	Sep-18	Private
AHA	Bob Tabone	Sep-18	Private
HUBZone Chamber of Commerce	Neil McDonnell	Sep-18	Private
Information Technology Coalition	Greg Fitzgerald	Sep-18	Private
National HUBZone Conference	Chantilly, VA	Oct-18	Government & Private
SPAWAR Atlantic Information Day	Norfolk, VA	Oct-18	Government
Missile Defense Agency	Lee Rosenburg - SB Programs	Oct-18	Government
Aerotek	Alex House	Oct-18	Private
DON - MSC	Leah Baker	Oct-18	Government
NAVFAC MidAtlantic	Keith Logan - Assistant Deputy Director of SB	Oct-18	Government
EMCOR	Steve Chucker	Oct-18	Private
SANS	Daryl Gilbertson	Oct-18	Private
NAVFAC Washington	Khair Issa	Oct-18	Government
SEC Industry Day	Washington, DC	Oct-18	Government

Agency/Company	POC Name	Date	Type (Federal or Private)
NAWCTSD - Orlando, FL	Leslie Faircloth - Deputy for SB Programs	Nov-18	Government
AITC	Wells Barlow	Nov-18	Private
EMCOR	Steve Chucker	Nov-18	Private
TechBase Solutions & Cybernet	Kenneth Napier	Nov-18	Private
CDCA Defense Summit	Charleston, SC	Dec-18	Government
George Consulting	Gabe Bell	Dec-18	Private
Raytheon	Damian Blossey	Dec-18	Private
DON - NAWCTSD	Kari Gerety	Dec-18	Government
Appian	Glenn Hagan	Dec-18	Private
George Consulting	Steve Corey	Dec-18	Private
ArdentMC	Brandon LaBonte, Michael Matechak, Ryan Jennings	Dec-18	Private

Attachment C: Contracts Annual Performance

#	Project #	Contract Number and Date Contract was signed	Contracting Agency	NAICS Code Assigned to Contract	Total Contract Amount	Percentage of Work Performed by the 8(a) Participant	Percentage of Contract Work Performed by Subcontractors	Name of any Subcontractors performing more than 10% of the Contract work	Award Dates	Status as of Jan 2019	Total Sales Jan 1, 2018 to Dec 31, 2018	Set Aside
1	17	GS-10F-098BA / FA8051-14-F-0003 Date: 06/13/14	Air Force; AFCEC	611430	\$ 25,509,103.88	51%	49%	Applied Research Associates	7/1/14 to 6/30/2019	50% of Option Year 4 is Complete	\$4,823,389.04	Non 8(a) SB
2	24	W91QV1-14-C-0138 Date: 09/19/14	Department of the Army; Arlington National Cemetery	541922	\$ 1,723,244.77	100%	0%	N/A	9/26/14 to 9/25/19	25% of Option Year 4 is Complete	\$365,008.82	8(a)
3	27	GS07F133BA / EP-G15D-00342 Date: 4/7/15	Environmental Protection Agency	N/A	\$ 1,026,961.68	51%	49%	C2 Technologies	4/7/15 to 4/6/20	75% of the Option Year 3 is Complete	\$0.00	Non 8(a) SB
4	28	200-2015-61974 Date: 04/28/15	Center for Disease Control and Prevention	512110	\$ 199,429.56	100%	0%	N/A	5/4/2015 to 5/3/20	67% of Option Year 3 is Complete	\$102,587.74	8(a)

#	Project #	Contract Number and Date Contract was signed	Contracting Agency	NAICS Code Assigned to Contract	Total Contract Amount	Percentage of Work Performed by the 8(a) Participant	Percentage of Contract Work Performed by Subcontractors	Name of any Subcontractors performing more than 10% of the Contract work	Award Dates	Status as of Jan 2019	Total Sales Jan 1, 2018 to Dec 31, 2018	Set Aside
5	34	GS-10F-098BA / FA3300-15-F-0194 Date: 9/29/15	Air Force; 42 Cons Sqd	611310	\$ 2,571,508.00	51%	49%	C2 Technologies	9/20/15 to 9/29/18	100% Complete	\$577,741.55	Non 8(a) SB
6	35	GS-00F-271CA / VA268-15-F-0194 Date: 10/20/15	Department of Veterans Affairs	541430	\$ 318,628.80	100%	0%	N/A	11/1/15 to 10/31/20	16% of Option Year 3 is Complete	\$62,690.95	Non 8(a) SB
7	39	GS00F271CA / W9133L-16-F-0013 Date: 9/26/16	Army National Guard	512110	\$ 1,958,070.00	51%	49%	Sensis	9/28/2016 to 9/27/19	25% of Option Year 2 is Complete	\$2,188,128.17	8(a)
8	42	NSFDACS-17-C-1093 Date: 2/27/17	National Science Foundation	541990	\$ 2,481,676.80	100%	0%	N/A	3/1/17 to 2/28/22	66% of Option Year 1 is Complete	\$435,189.71	8(a)
9	44	N61340-17-C-0018 Date: 8/29/17	Department of the Navy; NAWCTSD	541330	\$ 950,110.00	51%	49%	ManTech Inc	10/1/17 to 3/5/18	100% Complete	\$549,664.00	8(a)
10	46	GS-00F-271CA / FA4809-17-FR-014 Date: 9/19/17	Air Force; 4th Contracting Squadron	541330	\$ 430,629.60	100%	0%	N/A	9/25/17 to 3/24/21	100% Complete	\$12,648.33	Non 8(a) SB
11	47	N00178-15-D-8133 Date: 9/23/17	Department of the Navy; NAVSUP FLC Norfolk	541330	\$ 14,961,945.73	51%	49%	ManTech Inc	9/27/17 to 9/26/22	16% of Option Year 1 is	\$833,688.51	8(a)

#	Project #	Contract Number and Date Contract was signed	Contracting Agency	NAICS Code Assigned to Contract	Total Contract Amount	Percentage of Work Performed by the 8(a) Participant	Percentage of Contract Work Performed by Subcontractors	Name of any Subcontractors performing more than 10% of the Contract work	Award Dates	Status as of Jan 2019	Total Sales Jan 1, 2018 to Dec 31, 2018	Set Aside
										Complete		
1 2	48	FA4800-17-P-0141 Date: 9/30/17	Air Force; 633 CONS/PKD	541330	\$ 224,593.56	100%	0%	N/A	9/30/17 to 9/29/18	100% Complete	\$180,984.98	8(a)
1 3	50	FA480018P0051 Date: 3/30/18	Air Force; 633 CONS/PKD	541513	\$ 132,690.80	100%	0%	N/A	4/1/18 to 3/31/19	75% Complete	\$87,078.40	8(a)
1 4	52	GS00F271CA / 693JJ618F000159 Date: 9/27/18	Federal Railroad Administration; Office of Acquisition Services	512110	\$ 67,508.48	51% %	49%	A. Harold & Associates	9/27/18 to 12/31/19	20% Complete	\$0.00	Non 8(a) HUB Zone
1 5	53	FA330018C0034 Date: 9/28/18	Air Force; 42 Cons Sqd	611310	\$ 790,883.20	51%	49%	C2 Technologies	9/29/18 to 9/28/19	25% Complete	\$74,009.80	8(a)
Total:											\$10,292,810.00	8 (a) = 9 Non-8 (a) = 6

Contract Forecast

Summary of 2018:

Over the past year, Chitra Productions (CP) has found numerous opportunities in curriculum development, training support, multi-media services, professional support, and engineering areas for the federal government. In 2018, we won a total of three contracts consisting of two 8(a) set-asides. In 2018 two of the contracts we won were with teaming partners.

Goals for 2019:

- 1) **Expand Capabilities:** In the coming year, CP hopes to expand our capabilities to include cybersecurity, network engineering, and software development.
- 2) **Increase Current Capabilities:** CP also hopes to increase our capabilities in areas where we currently have contracts, i.e., training support and multi-media services, engineering, and information technology.
- 3) **More Responses:** One of our goals for 2019 is to increase the amount of solicitations and/or sources sought that we respond to. In 2018 we responded to 112 opportunities and our goal for 2019 is to increase that to 160 responses.
- 4) **SEEK WO & SB Opportunities:** We also want to seek more opportunities in the woman-owned and small business set-asides. We plan to do this by actively seeking opportunities on GSA PSS (formerly GSA AIMS and GSA MOBIS), GSA 8(a) STARS II, GSA Schedule 70, Seaport-e, and FBO which are HUBZone, woman-owned, and small business set-asides. Our business development team actively checks these sites daily for new updates. In 2018 we were awarded a contract under the GSA Schedule 70 GWAC. In the last end of 2018, CP proposed on the OASIS GSA contract vehicle and in 2019 we are proposing on the HCaTS GSA vehicle.
- 5) **Teaming Opportunities:** CP will continue to work and expand our teaming partnerships in all areas. This includes new areas we would like to expand into (cybersecurity, network engineering, and software development).

17. Contract Forecast:

In looking forward to 2019 and the requirements that we plan to bid on, we forecast that we have the opportunity to win contracts in the sole-source and competitive categories for both 8(a) and non-8(a) work.

	8(a) Forecast	Non-8(a) Forecast
Sole-Source	\$2,000,000.00	\$2,000,000.00
Competitive	\$1,000,000.00	\$2,000,000.00
Total	\$3,000,000.00	\$4,000,000.00
Total Forecast to include 8(a) and Non-8(a) Forecasts:		\$7,000,000.00

Summary:

CP's top priorities for 2019 include: increasing our expertise in our current areas of service and to gain experience in areas where we currently do not have work. In order to meet these goals, CP will continue to market itself to the Department of Air Force, Department of Navy, Department of Transportation, Department of Army, Department of Veterans Affairs, Department of Defense, and the Department of Health and Human Services, to name a few. CP will continue to pursue teaming opportunities with firms who specialize in IT, engineering services and marketing, and will pursue requirements in these areas. CP's management and staff will be aggressively pursuing opportunities at these agencies and others in 2019. CP is willing and ready to do what we must to make sure that we offer top-notch products and services to our customers and to provide the right people and the right equipment at the right price. CP looks forward to continuing to serve our customers in the coming year and to actively pursuing opportunities for continued growth.

Transition Management Plan

1. How you plan to meet the applicable non-8(a) business activity targets, imposed by 13C.F.R. & 124.509 during the transitional stage of participation. (13 C.F.R § 408(c)(1))

Chitra Productions will continue to respond to requirements under the Small Business and Woman-Owned set-asides. For 2018 93.19% of our *new* business came from 8(a) business activities. Yet as a whole for 2018 53.21% of our business sales came from non-8(a) business activities, exceeding the year eight goal of 45% required for non-8(a) minimum revenue for the 8th year of our 8(a) program. CP will continue to work at exceeding the 55% over 2019. Our business plan includes going after work under GSA PSS, MOBIS, and AIMS, Seaport-e, FAA's e-Fast, EPASS, GSA 8(a) STARS II, GSA Schedule 70, and teaming with other companies on Federal work.

2. Indicate the specific steps you intend to take to continue business growth and promote profitable business operations after the expiration of your program term. (13 C.F.R § 124.403©(2))

CP plans to continue to grow our business in the non-8(a) area in 2019, which begins our 9th year in the 8(a) program. Our 5-year plan includes exceeding the required minimum for non-8 (a) revenue. We will do this through teaming as prime contractors in the small business program set-asides and as subcontractors on other 8(a) requirements with other companies. We will pursue HUBZone, woman-owned small business, and small business set asides as well. We will continue the pattern that we have established in 2014, 2015, 2016, 2017 and 2018 of marketing ourselves as a great teaming partner for small business requirements in the learning support services. We will continue to team with small businesses and large businesses in new areas and established areas of business.

Year 5 --- 15%

Year 6 --- 25%

Year 7 --- 35%

Year 8 --- 45%

Year 9 --- 55%