



## Lean on Me

By Ken Beecher, Dynanet Director, IT Solutions

Seriously, who doesn't love the song "Lean on Me" by Bill Withers? As I'm coming up on my one year anniversary at Dynanet after a 17 year career at IBM, I'm quickly learning that this song, and particularly the verse, "We all need somebody to lean on," is apropos for growing a small company. Here at Dynanet, the leadership team made a strategic decision years ago to forge strong relationships with Information Technology leaders in the Public Sector Industry. Our main goal with this decision is to get help getting our foot in the door with certain large clients, allowing us to build and solidify our IT qualifications. After persistence, patience, and perseverance (and any other P word you can think of), Dynanet formalized teaming agreements with two of the heavy weights in the industry, IBM (which is how I met the Dynanet team) and Lockheed Martin.

We successfully teamed with IBM as a subcontractor at the National Institute of Allergy and Infectious Diseases (NIAID), the second largest institute within the National Institutes of Health (NIH), to provide information technology support in the form of network engineering. NIAID maintains an aged network infrastructure and is in the process of updating the infrastructure at their Bethesda and Rockville locations. Using aging devices stifles the NIAID's potential for researching and preventing infectious diseases, and exposes the network to security vulnerabilities. Dynanet contributed to the upgrade/migration of NIAID network infrastructure through the implementation of modified communications such as Lync, Video Conferencing, and VoIP. We added new modules and power supplies to facilitate power over Ethernet, and the switch from a 1GB to 10GB backbone resulted in an overall increase in network performance by 100%. With such a significant increase in network performance, Dynanet's solution allowed NIAID to more efficiently perform accurate research to better understand, treat, and ultimately prevent infectious, immunologic, and allergic diseases. Also, and please know that we don't like tooting our own horns (oh ok, yes we do), but it's also important to note that one of our Network Engineers received a CIO award for his outstanding performance and his commitment to excellence in support of the NIAID mission.

With Lockheed Martin, we have been on their team since 2009 supporting the General Services Administration (GSA) in the operation, maintenance and modernization of their legacy systems. GSA employed ColdFusion as a rapid development standard for web applications in the 90s. Over the years ColdFusion

### ABOUT DYNANET

Dynanet Corporation has a long history of successfully assisting federal and state governments in accomplishment of their missions. The proof of our success is in the numerous accommodations and awards we have been given and the list of partners who choose Dynanet as a business team member. Our talented and certified professionals are led by a highly experienced and senior leadership team with both private sector and federal experience.

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gained a prominent footprint, however its libraries could not be updated to address critical security vulnerabilities and, as such, needed to be retired.

Dynanet maintained and converted well over 440,000 lines of code using Java and consolidated multiple systems into a single application, which saved GSA millions of dollars in hardware and software operations and maintenance costs. Another example of Dynanet's work with Lockheed Martin at GSA was the Enterprise Content Management Solution (ECMS) project, which is GSA's primary content repository for storage and retrieval of electronic documents. The ECMS program has grown significantly in the years from 2009 to 2013. The current web service interface between the nine major acquisitions was cumbersome and the adoption was slow, which was detrimental to GSA's business. Dynanet's lead developer architected and subsequently developed a new interface to GSA's ECMS through an Extensible Markup Language (XML) web service following Service Oriented Architecture (SOA) principles. As a result, the new Web Service consolidated and simplified methods into concise interfaces.

We earned our stripes and worked tirelessly to prove to IBM and Lockheed Martin that Dynanet is a reliable company, capable of bringing outstanding resources, managing projects under their contracts, delivering outstanding performance, and exceeding customer's expectations! So how did we follow up on our project success with these two large system integrators? Well, we are leaning on these two heavy weights some more. At IBM, we are a subcontractor on their Alliant and CIOSP-3 contract vehicles and now have access to literally hundreds of Federal Contracting opportunities. Furthermore, we were asked to join IBM's team in these pursuits. Additionally, we have a formal relationship in GSA's Mentor-Protégé program with Lockheed Martin, which encourages and motivates GSA prime contractors to assist small business, enhancing our capability of performing successfully on future GSA contracts and subcontracts. Under this program, Lockheed shares their best practices in business development and Dynanet has immediate access to their thought leadership and cutting edge technology and solutions. Lockheed not only walked the walk but talked the talk as we have both jointly pursued opportunities at the Department of Defense, Department of Health and Human Services, and the Department of Veterans Affairs, to name a few.

Having said all this, we are very appreciative of IBM's and Lockheed's commitment to small business but we also are cognizant that we can't lean on our mentors forever. We are now focused on leveraging our Systems Development and Network Operations experience from these projects and pursuing work as a prime contractor, in some cases using IBM and Lockheed as **our** subcontractors. One day we are going to be a large company and we look forward to moving the needle from Dynanet-the-protégé to Dynanet-the-mentor because "we all need someone to lean on."