



# LADDERBOARD SOLUTIONS LLC

A Service-Disabled Veteran-Owned Business (SDVOSB)

## *Capability Statement*

Data, Analytics, and Technology Solutions for Federal, State, and Local Government  
Annapolis, Maryland | (443) 333-1102 | [greg@ladderboardsolutions.com](mailto:greg@ladderboardsolutions.com)

### COMPANY OVERVIEW

---

Ladderboard Solutions LLC is a Service-Disabled Veteran-Owned Small Business (SDVOSB) delivering **data-driven and technology-enabled solutions** that support federal program operations, reporting, and decision-making.

The firm specializes in **building and implementing analytical, reporting, and automation solutions** that improve data visibility, operational efficiency, and organizational effectiveness.

Ladderboard brings experience supporting federal acquisition environments and leverages modern technologies, including Microsoft-based ecosystems, delivering **secure, scalable, and practical solutions aligned with mission needs**.

### CORE COMPETENCIES

---

- **Data Monitoring & Reporting Solutions**  
Design and development of automated reporting processes and dashboards to improve visibility into program and operational data.
- **Analytics & Decision Support**  
Development of data models, visualizations, and analysis to support informed decision-making across organizational functions.
- **Process Automation & Workflow Improvement**  
Automation of manual processes to enhance efficiency, consistency, and data accuracy.
- **Technology-Enabled Solution Delivery**  
Implementation of solutions leveraging cloud-based tools and platforms, including Microsoft technologies.
- **Acquisition Environment Support**  
Support for reporting, coordination, and operational processes within federal acquisition environments, informed by experience working with CORs, contracting officers, and program teams.
- **Solution Integration & Data Structuring**  
Organizing and integrating data from multiple sources to enable reporting, analysis, and operational insight.

### DIFFERENTIATORS

---

- **Federal Practitioner Leadership**  
Founder served as a GS-14 program manager at CBP and CISA, including over a decade supporting a Level I major acquisition program. Buyer-side experience informs delivery, stakeholder alignment, and practical solution design.
- **Analytics-Driven, Microsoft-Aligned Delivery**  
PMP-certified leadership combined with Microsoft Power BI Data Analyst Associate. Active progression through Microsoft Azure and Power Platform certifications. Analytics and automation are core to solution delivery, not an auxiliary service.

- **Service-Disabled Veteran-Owned Small Business (SDVOSB)**  
Veteran-owned firm supporting agency small business and veteran participation goals.
- **NCR-Focused, Agile Execution Model**  
Based in Annapolis, MD, supporting federal clients across the National Capital Region. Provides hands-on delivery without large firm overhead, enabling responsiveness and tailored solutions.

## KEY PERSONNEL

### Gregory Ladd, MBA, PMP — Founder and Managing Member

More than a decade (2012–2022) as a GS-14 program manager at U.S. Customs and Border Protection in progressive roles, including Branch Chief for Program Operations and Branch Chief for Internal Controls, supporting the CBP Fleet Program, a Level I major acquisition.

Subsequent GS-14 service at the Cybersecurity and Infrastructure Security Agency (2022–2025) supporting acquisition operations, process reengineering, and performance management. Most recently served as a program management SME on a federal asset management modernization initiative.

#### Representative Experience:

- Designed automated Power BI dashboards and reporting tools supporting Congressional reporting requirements at CISA.
- Led enterprise SAP data integrity initiative at CBP to audit, cleanse, and standardize fleet records, enabling reliable executive and Congressional reporting.
- Established performance management, risk management, and initiative tracking frameworks at CBP and CISA.
- Transformed CBP Washington, DC parking program from a manual Excel-based process into a fully automated system across multiple locations, including fee collection and reporting workflows.

## CERTIFICATIONS, CODES, AND REGISTRATIONS

<p><b>FEDERAL IDENTIFIERS</b></p> <p>UEI: QNV8SXWMU5A9 CAGE Code: 207K6 EIN: 42-2060175 D-U-N-S: 145025584</p>	<p><b>SOCIOECONOMIC STATUS</b></p> <p>Service-Disabled Veteran-Owned Small Business (SDVOSB — SBA VetCert) Veteran-Owned Small Business (VOSB) Small Business</p>
<p><b>NAICS CODES</b></p> <p>Primary: <b>541611</b> — Administrative Management and General Management Consulting Services Secondary: <b>541511</b> – Custom Computer Program Services <b>541512</b> — Computer Systems Design Services</p> <p><b>PSC CODES</b></p> <p>R408 — Program Management/Support Services R499 — Other Professional Support R707 — Management Services / Contract and Procurement Support</p>	<p><b>FOUNDER CREDENTIALS</b></p> <p>MBA — University of Maryland Global Campus PMP — Project Management Institute Microsoft Power BI Data Analyst Associate Microsoft Azure Fundamentals (AZ-900) — in progress Microsoft Azure AI Fundamentals (AI-900) — in progress DHS Acquisition Program Manager, Mid-Level (2015) Active CBP Background Investigation; Top Secret (held 2008-2011)</p>