



# LADDERBOARD SOLUTIONS LLC

## *Service Catalog*

Analytics, Performance, Risk, and Program Management for Federal, State, and Local Government Clients  
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# 1. Company Overview

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Ladderboard Solutions LLC is a Service-Disabled Veteran-Owned Small Business (SDVOSB) delivering Microsoft-powered digital transformation, data analytics, intelligent automation, and cloud solutions to federal agencies and commercial clients.

Founded on the principle that veteran-led technology firms bring discipline, mission focus, and operational rigor, Ladderboard Solutions delivers measurable outcomes for every engagement. The company's leadership team brings deep federal market experience and a commitment to transparent, knowledge-transfer-focused delivery — ensuring clients build lasting internal capability rather than long-term dependence on outside contractors.

Ladderboard Solutions is a Microsoft Cloud Solution Provider (CSP) and aligns its entire service portfolio to the Microsoft Cloud — leveraging Azure, Microsoft 365, Power Platform, and Microsoft Fabric. Headquartered in the United States, Ladderboard serves federal civilian agencies, Department of Defense (DoD), and Intelligence Community (IC) clients, as well as state/local government and commercial sector organizations.

## Core Differentiators

- **SDVOSB Set-Aside Eligibility** — Certified via SBA VetCert, enabling sole-source and competitive set-aside procurements
- **Microsoft-Native Delivery Stack** — 100% Microsoft-aligned tooling; no proprietary platforms creating vendor lock-in
- **Federal Compliance Expertise** — Deep experience with FedRAMP, FISMA, NIST, CMMC, DISA STIGs, and OMB mandates
- **Rapid Deployment Methodology** — Mobilization-ready teams within 30 days of contract award
- **Outcome-Focused Engagements** — Every engagement is scoped against measurable mission outcomes, not hours

- **Knowledge Transfer Commitment** — No black-box delivery; agency staff capacity building is built into every engagement

### Mission Statement

Ladderboard Solutions delivers program management, data analytics, performance management, and risk management services—powered by modern Microsoft cloud and data technologies—to help government and public-sector clients achieve their missions with greater clarity, accountability, and impact.

## 2. SDVOSB Status & Small Business Profile

Ladderboard Solutions LLC holds verified Service-Disabled Veteran-Owned Small Business (SDVOSB) status through the U.S. Small Business Administration's VetCert program. This certification authorizes federal contracting officers to award sole-source contracts and compete set-aside procurements under FAR Subpart 19.14 to Ladderboard Solutions without full and open competition, subject to applicable thresholds.

Field	Detail
<b>Business Type</b>	Service-Disabled Veteran-Owned Small Business (SDVOSB)
<b>SBA Certification</b>	SDVOSB — Verified via SBA VetCert
<b>CAGE Code</b>	207K6
<b>Unique Entity Identifier (UEI)</b>	QNV8SXWMU5A9
<b>DUNS Number</b>	145025584
<b>SAM.gov Status</b>	Active
<b>GSA Schedule</b>	[GSA Schedule — Placeholder, e.g., MAS IT 70]
<b>Microsoft Partner Status</b>	Microsoft Cloud Solution Provider (CSP)
<b>Business Size Standard</b>	Small Business

Field	Detail
Set-Aside Eligibility	SDVOSB   Small Business
State of Incorporation	Maryland
Year Founded	2026

### 3. NAICS & PSC Codes

The following North American Industry Classification System (NAICS) codes and Product and Service Codes (PSC) reflect the full scope of Ladderboard Solutions' service delivery capabilities. Federal contracting officers and prime contractors may reference these codes when identifying Ladderboard Solutions for teaming, subcontracting, or direct award opportunities.

#### Primary NAICS Codes

NAICS Code	Description
541511	Custom Computer Programming Services
541512	Computer Systems Design Services
541513	Computer Facilities Management Services
541519	Other Computer Related Services
541611	Management Consulting Services
541715	Research and Development in the Physical, Engineering, and Life Sciences
611420	Computer Training

#### Product and Service Codes (PSC)

PSC Code	Description
D301	IT and Telecom — Business Application / Application Development

PSC Code	Description
D302	IT and Telecom — Systems Analysis
D306	IT and Telecom — Systems Design
D307	IT and Telecom — Automated Information Systems Studies / Analysis
D310	IT and Telecom — Integrated Hardware / Software Systems
D317	IT and Telecom — Cloud Computing
D399	IT and Telecom — Other IT and Telecommunications
R408	Program Management / Support Services
R499	Other Professional Services

## 4. Service Lines

Ladderboard Solutions delivers eight integrated service lines, each purpose-built on the Microsoft Cloud and designed to meet federal mission requirements, compliance standards, and acquisition frameworks. Every service line is staffed by professionals with direct federal sector experience and executed using Microsoft-native tools — eliminating proprietary platform risk and maximizing interoperability with existing agency investments.

### Service Line 4.1

## Power BI Analytics Modernization

*Transform raw agency data into actionable intelligence. Ladderboard designs, builds, and operationalizes Power BI dashboards and semantic models that give federal leaders real-time visibility into mission performance, financial data, and program health — replacing static reports and disconnected spreadsheets with live, governed analytics.*

### CORE DELIVERABLES

- Current-state analytics assessment and data inventory

- Executive and operational dashboard design and development
- Semantic model and data model architecture (star schema, composite models)
- Row-level security (RLS) and data governance configuration
- Paginated reports for formal and statutory reporting requirements
- Power BI Embedded integration with agency web portals
- Training and knowledge transfer for agency analysts and power users
- Dashboard maintenance and iterative enhancement support

#### MICROSOFT TECHNOLOGIES

- Power BI Pro, Power BI Premium, Power BI Embedded
- Microsoft Fabric (Lakehouse, Dataflow Gen2, Pipelines), OneLake
- Azure Analysis Services, Azure Synapse Analytics
- DAX, Power Query (M Language)

#### Federal Mission Value

Enables data-driven decision-making aligned with OMB Circular A-11 performance reporting requirements. Supports FITARA compliance by providing real-time IT asset and spending visibility. Empowers program managers with mission dashboards that replace manual, error-prone reporting processes — reducing reporting cycle time and increasing leadership confidence in the data.

**Applicable Codes:** NAICS 541511, 541512, 541519 | PSC D301, D307, D399

Ladderboard delivers production-ready Power BI environments — not prototype dashboards — with governance built in from day one and agency staff trained to maintain and extend them independently.

## Azure Data Foundations

*Build the enterprise data infrastructure that federal analytics and AI workloads depend on. Ladderboard architects and implements Azure-native data platforms — from ingestion pipelines to governed data lakes — that are secure, scalable, and FedRAMP-aligned. This service line establishes the data foundation that makes all downstream analytics and AI investments viable.*

### CORE DELIVERABLES

- Azure data architecture design (Landing Zone, Data Lake, medallion architecture)
- Data ingestion pipeline development (ADF, Fabric Pipelines, Event Hubs)
- Data quality and lineage framework implementation
- Microsoft Purview data governance and cataloging deployment
- Azure Synapse or Microsoft Fabric analytics workspace configuration
- Security and compliance controls (RBAC, encryption, audit logging)
- Performance tuning and cost optimization for Azure data services
- Documentation and operational runbooks for agency IT staff

### MICROSOFT TECHNOLOGIES

- Azure Data Factory, Azure Data Lake Storage Gen2, OneLake
- Microsoft Fabric (Lakehouse, Warehouse, Pipelines)
- Azure Synapse Analytics, Azure Databricks
- Microsoft Purview, Azure Event Hubs, Azure SQL Database, Azure Monitor

### Federal Mission Value

Provides the foundational data infrastructure required for AI-ready agencies as outlined in the Federal Data Strategy and Executive Order on AI. Supports CDO and CIO mandates for data interoperability, lineage, and

governance. Enables agencies to consolidate siloed data sources into a unified, compliant analytical platform that serves as the authoritative enterprise data layer.

**Applicable Codes:** NAICS 541511, 541512, 541513 | PSC D301, D306, D310, D317

Ladderboard designs Azure data platforms to federal security and compliance specifications from the ground up — ensuring data architectures are production-worthy, FedRAMP-cognizant, and built for long-term agency ownership.

Service Line 4.3

## Power Platform Automation

*Eliminate manual, paper-based, and spreadsheet-driven workflows by delivering Power Platform solutions that automate mission-critical processes, accelerate approvals, and reduce operational burden across federal teams. Ladderboard transforms process friction into automated efficiency — in weeks, not years.*

### CORE DELIVERABLES

- Process discovery and automation opportunity assessment
- Power Apps canvas and model-driven application development
- Power Automate cloud flow and robotic process automation (RPA) development
- SharePoint-integrated form and workflow modernization
- Dataverse data model design and environment configuration
- Power Pages external portal development
- Center of Excellence (CoE) Starter Kit deployment and configuration
- User acceptance testing (UAT) support and go-live readiness planning

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## MICROSOFT TECHNOLOGIES

- Power Apps (Canvas, Model-Driven), Power Automate (Cloud Flows, RPA/Desktop)
- Power Pages, Dataverse, SharePoint Online, Microsoft Forms
- Azure Logic Apps, Power Platform CoE Starter Kit, Microsoft Managed Environments

### Federal Mission Value

Directly supports Executive Order 14058 mandates for customer experience improvement and administrative burden reduction. Automates high-frequency, low-complexity workflows — freeing federal employees for mission-critical tasks. Accelerates compliance documentation, onboarding, and approval workflows with complete audit trails that satisfy FISMA and agency-level audit requirements.

**Applicable Codes:** NAICS 541511, 541512, 541519 | PSC D301, D302, D306

Ladderboard delivers Power Platform solutions with enterprise-grade governance — not citizen developer workarounds — ensuring solutions are scalable, compliant, and maintainable beyond the initial engagement.

### Service Line 4.4

## Copilot for M365 Adoption & Governance

*Guide federal agencies through the responsible deployment, governance, and adoption of Microsoft 365 Copilot — the AI productivity layer of the modern federal workplace. Ladderboard ensures agencies achieve measurable productivity outcomes while maintaining security, data classification, and responsible AI compliance requirements.*

### CORE DELIVERABLES

- Copilot readiness assessment (licensing, data hygiene, sensitivity label coverage)
- Microsoft 365 Copilot deployment and configuration

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- Sensitivity label and Microsoft Purview Information Protection alignment
- Copilot governance framework and acceptable use policy development
- Role-based adoption playbooks for leadership, analysts, and IT staff
- Prompt engineering training and scenario-based workshops
- Viva Amplify adoption communications campaign development
- Month-over-month usage analytics and ROI reporting via Viva Insights

#### MICROSOFT TECHNOLOGIES

- Microsoft 365 Copilot, Microsoft Purview Information Protection
- Microsoft Purview Compliance Portal, Viva Insights, Viva Amplify
- Microsoft Entra ID (Conditional Access, Identity Governance)
- SharePoint Online, Microsoft Teams, Sensitivity Labels, Data Loss Prevention (DLP)

#### Federal Mission Value

Positions agencies to leverage AI productivity tools in alignment with OMB M-24-10 (Advancing Governance, Innovation, and Risk Management for Agency Use of Artificial Intelligence). Ensures responsible AI deployment with robust guardrails for sensitive government data. Accelerates time-to-value for Microsoft 365 Copilot investments while reducing data overage and over-sharing risk through proactive governance.

**Applicable Codes:** NAICS 541511, 541512, 541519, 611420 | PSC D301, D307, D317

Ladderboard's Copilot engagements are grounded in federal compliance requirements first — ensuring every deployment is defensible, governed, and auditable before the first license is provisioned.

## Program Performance Management

*Operationalize data-driven performance management frameworks that connect agency strategic goals to program execution. Ladderboard designs measurement systems, builds integrated performance dashboards, and supports agencies in meeting OMB GPRA Modernization Act and Circular A-11 reporting requirements with confidence and precision.*

### CORE DELIVERABLES

- Logic model and performance measurement framework design
- KPI library development and enterprise data dictionary
- Performance measurement system architecture
- Balanced scorecard and OKR framework implementation
- Integrated program performance dashboards (Power BI)
- Quarterly performance review facilitation and reporting packages
- GPRA-MA and OMB A-11 alignment documentation
- Data collection and performance reporting workflow automation

### MICROSOFT TECHNOLOGIES

- Power BI, Microsoft Lists, SharePoint Online
- Power Automate, Microsoft Teams, Azure DevOps (program tracking)
- Microsoft Project, Dataverse

### Federal Mission Value

Directly supports the GPRA Modernization Act and OMB Circular A-11 requirements for performance planning and reporting. Enables agency leaders to demonstrate mission impact, identify underperforming programs early, and make evidence-based resource allocation decisions. Supports cross-agency priority (CAP) goal tracking and strategic plan execution throughout the full planning-execution cycle.

Ladderboard combines policy expertise in OMB reporting requirements with hands-on technical delivery — providing agencies a single partner for both framework design and the analytics implementation that makes it real.

Service Line 4.6

## Risk & Compliance Analytics

*Deliver risk intelligence and compliance monitoring solutions that give federal security and compliance teams real-time visibility into their risk posture, audit findings, and regulatory obligations. Ladderboard builds integrated risk analytics platforms on the Microsoft security and compliance stack — transforming point-in-time audits into continuous monitoring.*

### CORE DELIVERABLES

- Risk register design and data model architecture
- Compliance dashboard development (FISMA, NIST, FedRAMP, CMMC)
- Microsoft Purview Compliance Manager configuration and scoring optimization
- Audit finding tracking and remediation workflow automation
- Continuous monitoring dashboard integration with Microsoft Defender XDR
- Insider risk and DLP policy analytics reporting
- A-123 internal control analytics and documentation support
- Executive risk briefing packages and trend analysis

### MICROSOFT TECHNOLOGIES

- Microsoft Purview Compliance Manager, Microsoft Purview Audit
- Microsoft Defender XDR, Microsoft Sentinel

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- Power BI, Microsoft Entra ID Protection, Compliance Score, Azure Policy
- Microsoft Secure Score, Insider Risk Management

#### Federal Mission Value

Supports OMB Circular A-123 requirements for internal controls and risk management. Provides CISO and Inspector General offices with real-time compliance analytics that reduce audit preparation time and identify control gaps proactively. Aligns with FISMA reporting requirements and NIST SP 800-37 Risk Management Framework — replacing static annual assessments with continuous risk visibility.

**Applicable Codes:** NAICS 541511, 541512, 541611 | PSC D301, D307, D399, R408

Ladderboard uniquely combines compliance policy knowledge with Microsoft security platform engineering — delivering risk dashboards that are both technically accurate and operationally actionable for federal security leadership.

#### Service Line 4.7

### Acquisition & Program Support

*Provide skilled program analysts and acquisition support professionals who embed with federal program offices to support contract management, procurement planning, requirements development, and performance monitoring — all aligned to FAR/DFARS standards. Ladderboard brings the discipline of veteran-led program management to every engagement.*

#### CORE DELIVERABLES

- Acquisition planning and market research support
- Statement of Work (SOW) and Performance Work Statement (PWS) development

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- Contract requirements documentation and review
- Source selection support and evaluation criteria development
- Contracting Officer Representative (COR) support services
- Program schedule development and earned value monitoring
- Risk management planning and reporting
- After Action Reviews (AARs) and lessons learned documentation

#### MICROSOFT TECHNOLOGIES

- Microsoft SharePoint (document management), Microsoft Project
- Azure DevOps (backlog and sprint tracking), Power BI (contract and spend analytics)
- Microsoft Teams (collaboration), Power Automate (workflow approvals), Microsoft Lists

#### Federal Mission Value

Provides agencies with seasoned acquisition and program professionals who understand federal procurement law, program execution, and performance accountability under FAR and DFARS. Reduces contract administration burden on government personnel while improving acquisition outcomes and regulatory compliance. Supports FAR Part 7 acquisition planning requirements and OMB A-11 capital planning guidance.

**Applicable Codes:** NAICS 541611, 541519 | PSC R408, R499

Ladderboard's acquisition professionals bring both federal contracting expertise and modern digital tools — enabling program offices to manage procurement, performance, and risk through a single integrated Microsoft-powered workflow.

## CSP Licensing + Managed Services

*Serve as a trusted Microsoft Cloud Solution Provider (CSP) delivering Microsoft cloud licensing, subscription management, and ongoing managed services to federal and commercial clients. Ladderboard provides end-to-end lifecycle management of Microsoft 365, Azure, and Dynamics 365 environments — simplifying procurement, reducing administrative overhead, and maintaining security and compliance posture continuously.*

### CORE DELIVERABLES

- Microsoft 365 and Azure subscription procurement and lifecycle management
- Tenant health assessment and optimization recommendations
- License reconciliation and true-up analysis
- Microsoft Entra ID configuration and identity governance
- Security baseline configuration (CIS Benchmarks, DISA STIGs where applicable)
- Microsoft Intune device management and compliance policy configuration
- Help desk and Tier 1/2 support for Microsoft 365 end users
- Monthly managed services reporting (license utilization, security posture, cost optimization)

### MICROSOFT TECHNOLOGIES

- Microsoft 365 (E3/E5, GCC, GCC High), Azure (Commercial, Azure Government)
- Microsoft Entra ID, Microsoft Intune
- Microsoft Defender for Endpoint, Microsoft Defender for Office 365
- Partner Center, Microsoft 365 Admin Center, Azure Cost Management

### Federal Mission Value

Simplifies the procurement and management of Microsoft cloud investments for federal agencies, enabling efficient use of FY appropriations and reducing administrative overhead. Provides agencies with a trusted SDVOSB partner to manage their Microsoft tenant, licensing, and security baseline — freeing IT staff for

mission-focused work. Supports FedRAMP-authorized Microsoft cloud environments for GCC and GCC High customers in compliance with M-22-09 Zero Trust requirements.

**Applicable Codes:** NAICS 541511, 541512, 541513 | PSC D317, D310, D399

As a Microsoft CSP with federal market expertise, Ladderboard provides agencies a single trusted partner for licensing, identity, device management, and security baseline operations — backed by SDVOSB set-aside eligibility.

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## 5. Microsoft Partner Alignment

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Ladderboard Solutions LLC is an authorized Microsoft Cloud Solution Provider (CSP), operating within the Microsoft Cloud Partner Program (MCP). As a CSP, Ladderboard procures Microsoft cloud licenses directly from Microsoft and provisions, manages, and supports them on behalf of customer organizations — providing customers with a single point of contact for licensing, billing, technical support, and solution delivery.

### Microsoft Partner Network — Solution Areas

■ Modern Work ■ Security ■ Azure Infrastructure ■ Business Applications ■ Data & AI

### Designations & Competencies Pursued

Microsoft Designation	Alignment to Ladderboard Service Lines
<b>Solutions Partner for Modern Work</b>	Copilot for M365, CSP Licensing + Managed Services, Power Platform Automation
<b>Solutions Partner for Security</b>	Risk & Compliance Analytics, CSP Licensing + Managed Services, Copilot Governance

Microsoft Designation	Alignment to Ladderboard Service Lines
<b>Solutions Partner for Data &amp; AI</b>	Power BI Analytics Modernization, Azure Data Foundations, Program Performance Management
<b>Solutions Partner for Business Applications</b>	Power Platform Automation, Program Performance Management

## CSP Model Overview

Under the Microsoft Cloud Solution Provider (CSP) model, Ladderboard Solutions procures Microsoft cloud licenses directly through the Microsoft Partner Center and provisions those licenses to customer tenants. This model provides customers with:

- Consolidated billing through a single SDVOSB vendor relationship
- Flexible subscription management — scaling licenses up or down as mission needs evolve
- Integrated technical support — Ladderboard serves as the first point of contact for Microsoft 365 and Azure issues
- Access to Microsoft Government Cloud environments (GCC and GCC High) for federal customers requiring FedRAMP-authorized services
- License true-up and reconciliation services to prevent over-purchasing and overspend

### Federal Cloud Licensing Capability

Ladderboard Solutions is authorized to provision Microsoft 365 GCC and GCC High licenses for federal agency customers. GCC High environments are designed for DoD contractors and controlled unclassified information (CUI) workloads, meeting ITAR, DFARS 252.204-7012, and CMMC requirements. Ladderboard manages the end-to-end licensing lifecycle for these environments through Microsoft Partner Center.

## 6. Federal Mission Value Summary

The following table maps each Ladderboard Solutions service line to the federal regulatory mandates, policy frameworks, and mission outcomes it directly supports. This mapping is intended to assist federal contracting officers, program managers, and capture personnel in aligning Ladderboard's capabilities to agency priorities, strategic plans, and Congressional requirements.

Service Line	Federal Mandate / Framework	Mission Outcome Enabled
<b>Power BI Analytics Modernization</b>	OMB Circular A-11, FITARA, Federal Data Strategy	Real-time mission performance visibility; evidence-based leadership decision-making
<b>Azure Data Foundations</b>	Federal Data Strategy, CDO/CIO Mandate, AI Executive Order	Unified, governed, AI-ready enterprise data platform; data interoperability across agency systems
<b>Power Platform Automation</b>	EO 14058 (Customer Experience), Paperwork Reduction Act (PRA)	Automated mission workflows; reduced administrative burden on federal staff
<b>Copilot for M365 Adoption &amp; Governance</b>	OMB M-24-10, AI in Government Executive Order	Responsible AI productivity at scale; compliant AI deployment with data classification controls
<b>Program Performance Management</b>	GPRA Modernization Act, OMB A-11, CAP Goals	Evidence-based performance management; measurable program impact demonstration
<b>Risk &amp; Compliance Analytics</b>	FISMA, OMB A-123, NIST RMF (SP 800-37), FedRAMP	Real-time risk intelligence; proactive compliance posture; reduced audit preparation burden
<b>Acquisition &amp; Program Support</b>	FAR/DFARS, OMB A-11, FAR Part 7	Efficient acquisition planning and contract execution; reduced administrative burden on CORs
<b>CSP Licensing + Managed Services</b>	FITARA, FedRAMP, OMB M-22-09 (Zero Trust)	Managed, compliant Microsoft cloud environment; optimized licensing spend and security baseline

## 7. Why Ladderboard Solutions

Federal agencies and prime contractors evaluating Microsoft-aligned technology partners have a choice.

Ladderboard Solutions offers a combination of SDVOSB eligibility, Microsoft-native expertise, federal compliance depth, and veteran-led accountability that distinguishes it in a competitive market.

Differentiator	What It Means for Your Agency
<b>SDVOSB Set-Aside Eligibility</b>	Enables contracting officers to award sole-source contracts up to applicable thresholds and compete SDVOSB set-aside task orders — accelerating the acquisition timeline and meeting small business goals simultaneously.
<b>100% Microsoft-Native Stack</b>	No proprietary tools, custom middleware, or black-box platforms. Every solution is built on Microsoft-licensed products your agency already owns or can license — eliminating lock-in and maximizing your existing investment.
<b>Federal Compliance Expertise</b>	Deep operational knowledge of FedRAMP, FISMA, NIST SP 800-series, CMMC, DISA STIGs, OMB circulars, and congressional mandates — compliance is engineered into solutions from the start, not retrofitted.
<b>Veteran-Led Culture</b>	Founded and staffed by veterans who bring military discipline, mission orientation, operational rigor, and a culture of accountability to every contract. Deadlines are met. Commitments are kept.
<b>Rapid Mobilization</b>	Ladderboard can mobilize qualified, cleared personnel and begin delivery within 30 days of contract award — reducing time-to-impact for urgent mission requirements.
<b>Flexible Engagement Models</b>	T&M, Firm Fixed Price (FFP), IDIQ task orders, and CSP subscription models available — structured to match agency acquisition strategy and appropriations authority.
<b>Knowledge Transfer Commitment</b>	Ladderboard does not deliver black-box solutions. Every engagement includes documented architecture, training, and knowledge transfer — building durable internal agency capability that persists beyond the contract period.
<b>Federal Civilian &amp; DoD Experience</b>	Proven experience supporting federal civilian agencies, Department of Defense components, and defense contractors — with understanding of the distinct acquisition, compliance, and operational requirements across these environments.

### Teaming & Subcontracting Opportunities

Ladderboard Solutions actively pursues teaming relationships with large prime contractors seeking SDVOSB subcontractors for Microsoft-aligned technology task orders. We bring verified SDVOSB status, technical depth across the Microsoft Cloud, and federal delivery experience. Teaming inquiries are welcome — contact our Capture team using the information in Section 8.

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## 8. Contact Information

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**Ladderboard Solutions LLC**

Get In Touch

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