

NeoSystems Corp

Outsourced Accounting, Finance and Contract
Management Services for Government Contractors

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Mission and Goals

- Provide small businesses with compliant GovCon cost accounting systems
 - Outsourced (on-site) back office – Managed Service Provider (MSP)
 - Accounting, time and expense, payroll, reporting, audit representation and defense, software, IT infrastructure and administration
 - Other services including consulting, implementation, hosting, and application service provider (ASP)
 - Contract management
- Current Snapshot
 - 2009: 200 total government contractors, 100 MSP and 100 other services
 - Low client turnover rate; average duration is 3-4 years
 - 6,000 Time Card Users & 2,000 Expense Users hosted within the NeoSystems Infrastructure
 - 80+ experienced accountants and contract managers on staff; 120 total employees
 - Typical client: 40-person technology or IT services firm needing DCAA/FAR compliance
- Over 200+ successful DCAA audits (pre-award, incurred cost, procurement, billing)
 - NeoSystems clients have never failed a DCAA audit

Company Overview

- Founded in 2000
- Partnered with Deltek in 2003
 - Largest MSP - Outsourced Accounting Partner
 - Washington Business Journal – 2008 FAST-50
- Today
 - 120 Employees – primarily CFOs, controllers, and accountants fully versed in Government Contracts and Deltek
 - Locations: Vienna VA (corporate office), Atlanta GA, Denver CO, Los Angeles & San Diego CA
 - SAS-70 Level II Certified - Sarbanes-Oxley Support

Small Business Accounting System Challenges

- Small Businesses:
 - Priority #1: Marketing
 - Priority #2: Program Execution
 - Headache #1: Accounting (including audits)
- Unique Govcon accounting system requirements
- Evolving DCAA requirements
- FAR, CAS, GAAP, Sarbanes-Oxley compliance
- NeoSystems' MSP provides the following:
 - Accounting staff (Controller, AR/AP, payroll)
 - Specialized software licenses and maintenance
 - Compliant policies and procedures
 - Web-based Provisional rate budgets and quarterly forecasting
 - Incurred cost submissions
 - Earned Value Management (EVM)
 - Web-based Project Management reporting
 - Proposal pricing
 - IT infrastructure and maintenance
 - Reporting –
 - DCAA audit management

Why Outsourced Accounting Works

- Scalable – from 5 to 5,000 employees
 - Cost is right-sized for small business
 - Work done at client's site
- Model takes advantage of economies of scale for IT administration, infrastructure and software licensing
- US-based, 24/7 help desk for client employees
 - Peace of mind – the buck stops with us, not you
- No accounting system growing pains
- Provides the accounting system of a large business to a small business at an affordable price.
- NeoSystems staff are experienced accountants, controllers, and CFOs
 - Training, continuous improvement, quality assurance are NeoSystems responsibilities, not yours

Allows small businesses to focus on their programs and customers

Success Stories

- Harris Corporation
- Cap Gemini Government Solutions
- Invitrogen Government Programs
- CyberSpace Solutions LLC
- TechFlow Systems
- Sabeus Federal Systems
- Long Beach Network Health
- Braxton

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