



## WHO WE ARE

### Tagline

# The Excalibur Group

*Our Experts. Your Mission. Endless Potential.*

### Mission

The Excalibur Group provides meaningful employment to our local and global communities. We provide defense, IT, legal, and professional services to the public and private sectors with a *Right Person–Right Seat* commitment; adding value to our employee’s careers and our customers’ goals. As a minority-owned small business we are family centric, attuned to our local economy and the well-being of our whole team. The Excalibur Group is ethics driven, staying competitive in our industry with fair pricing and an outstanding level of responsiveness.

### History & Present

The Excalibur Group is ten years old. We are legally registered as Excalibur Legal Staffing, LLC as we were founded as a staffing firm that focused on DMV legal staffing and served clients during major acquisitions and mergers with projects as large as 50 attorneys at a time. Over the past five years we evolved to expand and support the local and federal governments spanning industries to include Defense, IT, Legal, and Admin. We currently work on staff augmentation schedules in these industries, as well as employ teams on government contracts. We are now nationwide and about one-third legal, one-third IT and Defense, and another third Administration services mainly in the District of Columbia. Our size ranges but we are roughly 80 employees strong.

### Where we are Going

The Excalibur Group is looking to continue growth in our four designated markets (defense/legal/IT/workforce), as well as aiming to expand with data analytic services and healthcare IT. We are keeping pace with industry and government shifts offering talent with increasingly sophisticated skills and certifications. We are passionate about the local economy and are working on expanding our DC and local region work with partnerships with the city. We embody the spirit of our HUBZone efforts in employing people nationwide from underserved areas, which directly reflects our principals as a company.

### At The Excalibur Group, Quality is:

- *a reflection of my enthusiasm, skills, and desire to demonstrate my personal best as part of our winning team*
- *tackling priorities with efficient process and solution-oriented approaches*
- *being responsive, accountable, and committed to our stakeholders*

## Principles

At Excalibur –

- We hold family and team as our highest priorities—believing balance in our lives create the biggest opportunities for success.
- We believe in hard work, while always striving to showcase our ethical and transparent work practices. We choose to lead by example and hold ourselves to the higher standard.
- We believe in being responsive, rising to the challenge, and celebrating the successes. Every achievement is valuable, no matter the size.
- We believe philanthropy is our duty as a company and an honor as citizens. We take pride in nurturing our passion for Education and Environment in our local and collective communities.
- We believe in conducting ourselves with dignity and integrity—taking pride in the exceptional work we do. We bring our beliefs to the table, along with creative solutions that add value to our team, employee and customer. Always.

## WHAT WE DO

### Formal Description

About The Excalibur Group:

The Excalibur Group, a Washington D.C. based company, specializes in offering dynamic staff augmentation and support to federal government agencies, as well as state and local governments. Our industry focus includes: defense, legal, information technology (IT) and workforce services. Working both as a prime and subcontractor nationwide in support of the federal and local government, several of our past and present clients include: the Department of Transportation (DOT), Department of Justice (DOJ), Department of Homeland Security (DHS), Environmental Protection Agency (EPA), the U.S. Army, and the District of Columbia (DC). The Excalibur Group is a minority-owned small business with a Top Secret Facility Clearance and is defined by its multifaceted approach to placement by focusing not only on client satisfaction, but providing professionals with personally fulfilling opportunities.

The Excalibur Group. *Right Person—Right Seat.*

### Brief and Casual Description

The Excalibur Group specializes in surge capabilities by offering dynamic placements and nationwide program management to government agencies, state and local governments, corporations, as well as the defense, legal and technology industries.

The Excalibur Group has a reputation as one of the region's top employers in the industry. With a commitment to excellence in both internal and external customer service, Excalibur has gained the trust of prominent firms and organizations for their talent needs.

### **Clients and Scopes of Work: defense, information technology (IT), legal, and workforce services**

We serve as both subcontractor and prime contractor in four niche areas (see above). Here are some examples of the work we are doing:

We hold subcontracts with Booz Allen serving the US Army at Ft. Leavenworth, KS, US Army War College in PA, Ft. Leonard wood, MO, and Joint Base Langley Eustis in VA. We provide services such as leadership training, sophisticated analysis that supports the warfighter operations, accelerated capabilities, and education.

With SAIC we support a large range of IT needs providing experts ranging from Java Programmers to Engineers. The program we support called the Recruitment Augmentation Program (RAP) supports SAIC clients in the federal sector such as Department of Homeland Security and Internal Revenue Services.

We are a subcontractor on the MEGA4 contract for the Department of Justice (DOJ) through CACI, Inc. Most of our work in this program has been to support the United States Attorney's Office but other offices in DOJ tap us for legal professionals as well. We provide experts with specialties such as finance, tax, criminal justice, and civil rights. We have extensive partnerships with universities to ensure we have a vast network of law clerks, paralegals, analysts, and attorneys to meet the needs of our country's justice system as cases expand and contract.

Some of our most rewarding work is through our contract with the District of Columbia. This work is close to home for us regionally, but also allows us to support workforce initiatives for our city employing a variety of administrative and other types of professionals. We also support the Job Placement contract as a prime to the city to support Temporary Assistance to Needy Families (TANF) customers find meaningful work.

## MORE FROM THE LEADERSHIP TEAM

Our VP's Elevator Pitch – now write yours 😊!

### What do you do?

Our company, The Excalibur Group, is a great little firm in DC. We primarily support federal and local government in Defense, IT, Legal, and Workforce sectors across the country. We have our Top Secret Clearance/HubZone cert and are minority-owned/small-disadvantaged so that helps our primes meet their small business goals. What's special about us is our ability to provide very personal service to both our employees *and* customers given our size and family centered operations. I love the work we do, always something new and we get the chance to work on high profile projects such as the cargo tracking for Homeland or speechwriting for the administrator of the Maritime Administration at DOT!

### Marcus's Q & A –

- *Why are you in business?* To provide meaningful employment to our local, regional and national communities.
- *Who are your customers?* Our customers are small and large for-profit and non-profit entities and local and federal government agencies.
- *What image of your business do you want to convey?* Excalibur is a minority-owned, family friendly, ethics driven for profit entity that believes every employee, staff member and client deserve equal amount of consideration and respect.
- *What is the nature of your products and services?* Excalibur is a small business concern specializing in government contracting, surge capabilities, and contract management in the commercial and federal marketplace. Right Person—Right Seat
- *What level of service do you provide?* Our outstanding level of responsiveness, attention to building relationships and competitive pricing makes us value added to any customer.
- *What roles do you and your employees play?* Excalibur's foundation is its internal talent. Each member is coached to be the best at their role and committed to the brand and ethics of the company.
- *How do you differ from your competitors?* Excalibur is a HUBZone certified small business with an FCL which allows us to help our customer's price low and win big.