



2015 NIB/NAEPB NATIONAL CONFERENCE & EXPO

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Services Committee Meeting

Reinhard Mabry, VP Services

October 13, 2015



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Recruiting

Billy Parker

October 13, 2015



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Recruitment Services Opportunities

- **NIB Resources and Support**
 - Employment Support Services
 - Ongoing job post for CMS, 508 and Contact Center opportunities
 - Send out job alerts to applicant list serve for NPA's
 - Available to speak at recruitment events sponsored by agency
 - Work directly with HR to address assistive technology, security questions and other issues as needed

Recruitment Services Opportunities

- **Recommendations for NPA's**
 - Develop pipeline of qualified candidates in advance
 - Have a designated trained recruiter on staff
 - Evaluate assistive technology skills of candidates and provide further training if needed
 - Coordinate recruitment fairs at agency or local vocational rehabilitation services
 - When required conduct background checks on candidates and assist with the completion of security forms

Recruitment Services Opportunities

- **Further Resources Being Developed by NIB for fiscal 2016**
 - ProMOTE “Professional Mastery of Office Technology for Employment”
 - Promotion program for Services Employment Opportunities
 - Conduct Recruitment Training Webinars for NPA’s

Contacts

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Cyber Security Pilot Program

October 13, 2015



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What Is Cyber Security?

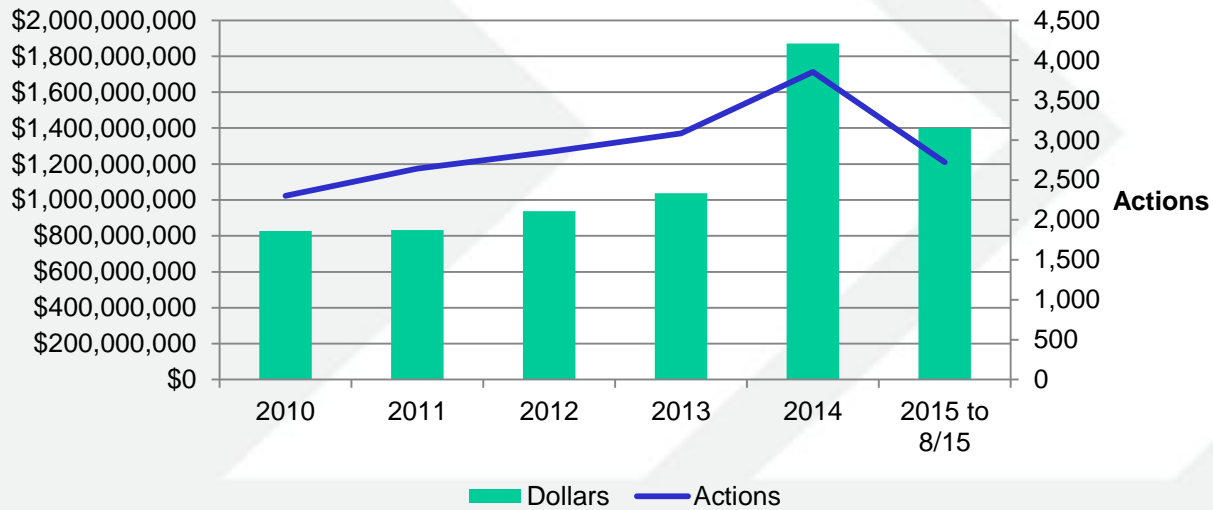
It is the people, hardware, software, policies, and procedures that protect information systems. Key areas include:

- Information is available when needed
- Integrity of the information is sound
- Authenticity can be verified
- Information is kept confidential
- Proof of integrity and origin of the data can be provided

IA Federal Market Spend Analysis and Forecast

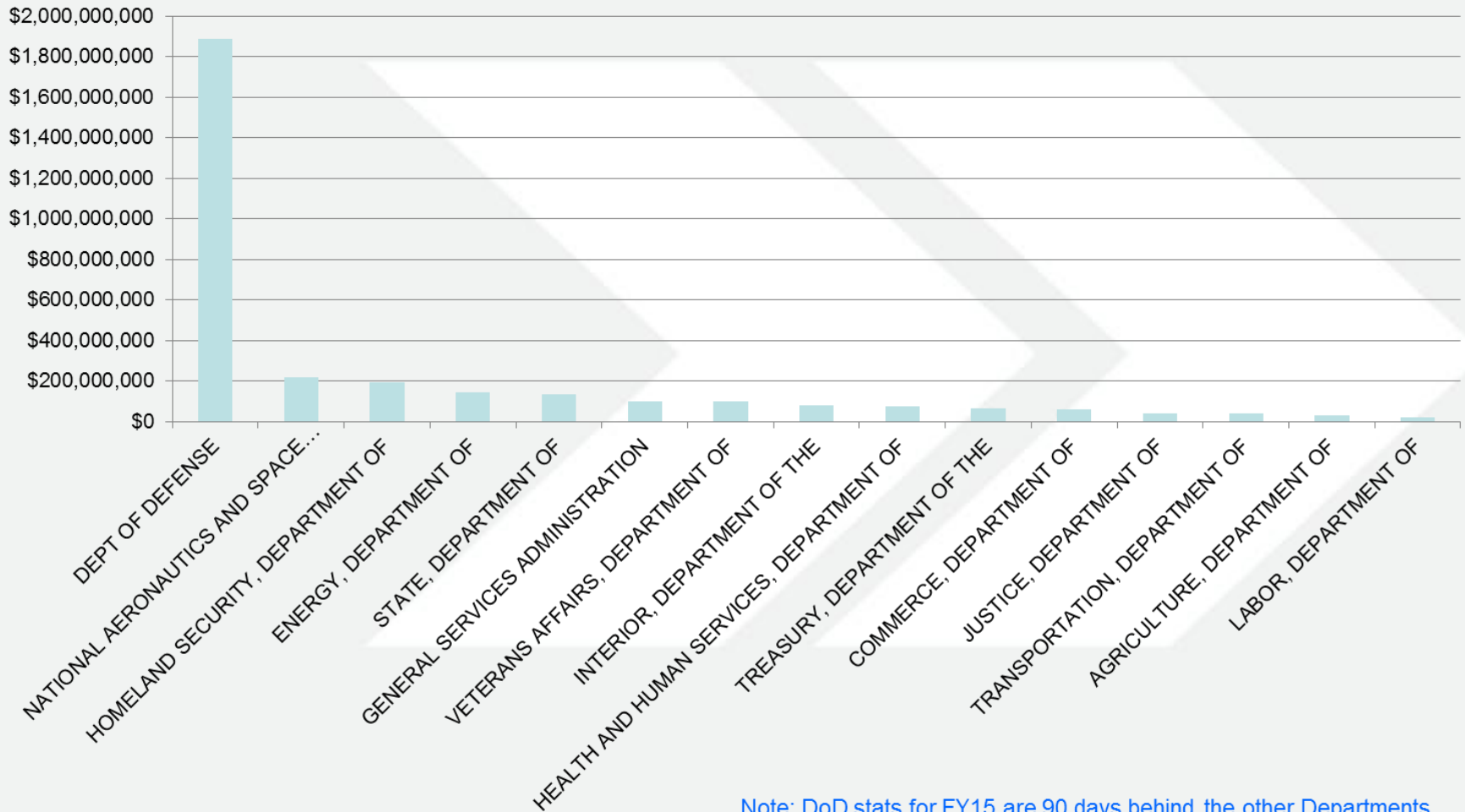
Deltek GovWin forecasts 5% growth, year-over-year, between 2013 and 2018 in the Federal CyberSecurity/IA market

Federal Cybersecurity Spend FY10 – Aug 18, 2015



Potential Federal Customer Base

Cybersecurity Spend for Top 15 Federal Departments FY14 – Aug 18, 2015



Note: DoD stats for FY15 are 90 days behind the other Departments

Scope of Pilot Program

- Pilot size: 20 individuals
- Training program is web-based so no geographical restrictions
 - Testing centers are located throughout CONUS
- NIB will leverage existing contractor relationships to team

GOAL

- Develop pool of candidates to become CompTIA A+ certified
- Build past performance through subcontracts

Pilot Program Personnel Requirements

- Recruitment
- Applicant Suitability Evaluation
- Training
- Certification Testing

Certification and Testing

- CBT Direct will provide online training
- Pearson Vue will conduct certification testing
- Participants will become CompTIA A+ certified

Current Candidate Status

- 18 candidates currently enrolled in Pilot to obtain CompTIA A+ certification (requires passing score on 2 exams- 801 & 802)
 - 3 additional candidates in various stages of vetting process prior to acceptance
- CompTIA A+ 801 Exam:
 - 12 total candidates have been scheduled for their 801 exam
 - 4 passed
 - 2 failed – candidates will retake training and reschedule when appropriate
 - 6 candidates are scheduled in October
- CompTIA A+ 802 Exam:
 - 2 candidates that have passed 801 exam are scheduled for final 802 exam in October

Next Steps

- LMI consultant has been engaged to conduct an Environmental Study for Cybersecurity
 - Completed federal spend analysis
 - Provided 25 top opportunities for upcoming contracting
 - Will complete a deep analysis and questionnaire (to KO and incumbent) on each opportunity
- BD locating teaming partners
 - Large contractor within the services line
 - Small Business Set-Aside Partners
- Discuss A1 Language in RFP with KO's

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