



## Defense Firm Snags Top Deal

Friday, May 21, 2010

Dayton Business Journal - by Joe Cogliano DBJ Staff Reporter

### Big Contract for New Concepts Management Solutions (NCMS)



Dee Stevens, President and CEO and Bill Pollard, Program Manager

(Outside the NCMS offices at The Entrepreneur's Center)

A local defense contractor has nabbed the biggest deal in its history.

New Concepts Management Solutions LLC landed a \$2.7 million, five-year contract to work for the Office of the Secretary of Defense on May 3, said Dee Stevens, president and chief executive officer of the Dayton-based company. The work involves technical assistance and outreach support for the Office of Diversity Management and Equal Opportunity, a policy office within the secretary's office.

"It's a real big deal," Stevens said.

While the contract will lead to just one additional employee, she expects it to be a springboard to additional military work.

As part of the deal, New Concepts will guide minority-serving colleges and universities to boost their military research and technology transfer contracts. Stevens said that means showing the schools where to look, how to research and market, and what the post-award performance requirements entail. The second aspect includes an outreach effort to students at those schools in order to build the civilian-military worker pipeline as the U.S. Department of Defense looks to replace large chunks of older workers nearing retirement age.

Stevens said New Concepts will be working with institutions all over the country, including historically black colleges as well as Hispanic and tribal institutions and associations. In the Dayton region, those schools would include Central State University and Wilberforce University.

Five of the company's six employees are working on the new contract.

Prior to the latest award, New Concepts had a one-year contract for the work, which ended last fall. The most recent deal includes a base year and four option years. Work will be done at the company's Dayton offices, which is housed at The Entrepreneurs Center.

The key to getting the latest contract, Stevens said, was the company's performance on a contract for the U.S. Army that involves support of a mentor-protégé program that matches large and small businesses.

Channon Lemon, director of the Minority Economic Development Council, said Stevens represents the wide range of talent in the region.

"Her ability to secure contracts with national impact such as this helps strengthen the region's position as a viable market for defense contractors," Lemon said.

Stevens, who retired as a Chief Master Sergeant from Wright-Patterson Air Force Base in 2000, opened New Concepts in 2002. It provides program management support, workforce development and training for the defense industry.

In addition to its two contracts, New Concepts – a certified woman and veteran-owned business and SBA (8a) company – also does work as a vendor for Wright-Patterson Air Force Base. It supports its education and training office and other base organizations.

■ E-mail [jcogliano@bizjournals.com](mailto:jcogliano@bizjournals.com). Call (937) 528-4424.