



EXECUTIVE SUMMARY

Boykin Enterprise Transformation Advisory Services bridges the critical gap between executive strategy and technical execution. We provide high-level advisory services focused on modernizing federal IT portfolios, enforcing fiscal governance, and deploying scalable analytics. **We serve as a neutral strategic partner to leadership, navigating the political and operational silos that internal staff cannot breach.** Unlike generalist firms, we bring the specific "De Facto CIO" perspective required to navigate complex DoD environments, ensuring technology investments directly support mission outcomes.

CORE COMPETENCIES

- **Enterprise Modernization Strategy:** Portfolio rationalization, cloud migration planning, and legacy sunseting roadmaps (Targeting 85%+ consolidation).
- **Strategic Facilitation & Coalition Building:** Breaking organizational logjams by aligning C-Suite vision with technical program execution. Specializing in cross-agency collaboration and "frozen middle" breakthroughs to drive unified mission outcomes.
- **IT Governance & Financial Stewardship:** Capital Planning and Investment Control (CPIC), P&L-style portfolio management, and FIAR audit remediation.
- **Data & Analytics Transformation:** Implementation of enterprise data fabrics, predictive analytics (AI/ML), and executive dashboarding (Advana/Tableau).
- **Coalition & Partner Integration:** International data interoperability (Five Eyes) and cross-agency coalition building.

DIFFERENTIATORS

- **The "De Facto CIO" Perspective:** Founder brings 27+ years of DoD experience, managing **\$500M+ annual portfolios**. We understand the pressure of the chair and the speed of mission.
- **Proven Financial ROI:** Specialized in articulating IT value to the C-Suite, successfully empowering leadership to secure **\$5B in funding increases** by re-aligning technical roadmaps with legislative priorities.
- **Dual-Threat Expertise:** A rare combination of "Pioneer" innovation (Business Chemistry) and "Driver" execution—capable of designing the vision and managing the P&L.

PAST PERFORMANCE (FOUNDER EXPERIENCE) *Highlights reflect the executive performance of Founder Shannon H. Boykin.*

U.S. AIR FORCE (Pentagon) | Deputy CIO & Portfolio Lead

- **Strategic Architecture:** Architected a 10-year modernization roadmap consolidating applications by 85%, projected to yield **\$1.6B in lifecycle cost avoidance**.
- **Data Innovation:** Scaled the **BLADE analytics platform** to 18,000+ users, reducing reporting cycles from hours to minutes.
- **Rapid Modernization:** Directed replacement of four legacy systems with Salesforce in just 9 months, delivering **\$10M in annual savings**.
- **Audit Readiness:** Led the FIAR program remediation, closing 20+ major audit findings and mitigating material weaknesses.

COMPANY DATA: UEI: VQMNJJCNJSY1 | **CAGE:** 19N16 | **Legal Structure:** LLC (Maryland) | **Socio-Economic Status:** Small Business (Self-Certified)

NAICS CODES: **541611:** Administrative Management and General Management Consulting (Primary) | **541618:** Other Management Consulting Services | **541512:** Computer Systems Design Services **541990** | All Other Professional, Scientific, and Technical Services