CAPABILITY STATEMENT

EXECUTIVE SUMMARY

AJACE Inc., headquartered in Chantilly, Virginia, is a premier provider of comprehensive and cost-effective IT services and solutions. We specialize in AI solutions, custom application development, enterprise consulting, project management, and staff augmentation, ensuring that our clients receive tailored and innovative IT solutions that meet their specific needs. Our company has a proven track record of delivering precise, custom-built, and cost-efficient IT services, leveraging our extensive experience across various industries and the latest technological advancements

As a Minority-Owned Small Business with SBA 8(a) certification in process and holding GSA Schedule, AJACE is committed to excellence. We focus on creating innovative, flexible, and robust IT solutions for our State and Federal clients, helping them achieve their strategic goals through advanced technology and superior service delivery.

OUR SERVICES

- **EchoMind:** is an AI-powered assistant that transforms how industrial teams access critical knowledge from voice and documents in fast-paced environments. It combines real-time voice transcription, intelligent document querying, and contextual Q&A to instantly retrieve relevant information from manuals, logs, or SOPs. With a secure, containerized design, EchoMind integrates smoothly with platforms like Salesforce Agent force and supports both on-prem and cloud deployment. Its conversational interface, semantic search, and timestamped filtering empower frontline teams with fast, hands-free access to operational insights.
- **Custom Application Development:** Creating tailored applications for seamless integration and optimal performance.
- **Enterprise Consulting:** Providing strategic advice to help businesses navigate modern IT landscapes.
- **Project Management:** Managing projects to ensure timely delivery and adherence to budget constraints.
- **Staff Augmentation:** Offering flexible staffing solutions with skilled professionals to meet your business needs.
- Leveraging a rich pool of skilled consultants and IT professionals, AJACE delivers solutions that align with clients' strategic goals, utilizing the latest IT trends. Our services are designed to improve client satisfaction, reduce costs, save time, and enhance overall business performance, ensuring robust and scalable IT structures.
- AJACE is a multifaceted Information Technology (IT) services company offering a vast array of services in the following areas:
- Salesforce development, implementation, and administration
- Custom application and software development
- System engineering
- IoT
- Network and security engineering
- Project management

CERTIFICATIONS

- Small, Women-owned, and Minority-owned Business (SWaM) Certified
- Minority Business Enterprise (MBE)
- GSA Schedule
- SBA – 8(a) Certified

AWARDS AND RECOGNITION

- Ranked # 3288 on the prestigious 2023 Inc. 5000 list of the fastest-growing private companies in America.
  - Ranked #194 in Virginia
  - Rank #249 in IT System Development
  - Rank #204 in Washington DC
- Ranked No. 121 in the Mid-Atlantic region on Inc.'s Regionals 2025: Mid-Atlantic list
- Awarded as 2025 FAST 100 Asian American Business Winner by the US Pan Asian American Chamber of Commerce (USPAACC)

NORTH AMERICAN INDUSTRY CLASSIFICATION SYSTEM (NAICS)

- 541511- Custom Computer Programming Services
- 541512 - Computer Systems Design Services
- 541513 – Computer Facilities Management Services
- 541519 – Other Computer Related Services
- 518210 - Computing Infrastructure Providers, Data Processing, Web Hosting, and Related Services.
- 519190 - All Other Information Services
- 611420 - Computer Training
- 611430 - Professional and Management Development Training
- 541611 - Administrative Management and General Management Consulting Services
- 541612 - Human Resources Consulting Services
- 541618 - Other management consulting Services

UNIQUE SELLING PROPOSITIONS

- Tailored solutions leveraging the latest technologies including AI, IoT, and cloud computing.
- Proven track record of successful implementations across diverse industries.
- Flexible engagement models to suit varying client needs.
- Strong focus on security and compliance in all solutions

OUR TOP CLIENTS

- Fannie Mae
- Freddie Mac
- Capital One
- Walmart
- Cognizant
- Northern Trust

- IT consulting and staff augmentation
- IT modernization and cloud engineering
- Database management

OUR CLIENTS

Federal Government Clients:
- Centers for Medicare & Medicaid Services (CMS)
- Department of Commerce
- Department of Education
- Department of Defense
- Department of Employment Services
- Department of Homeland Security
- National Institutes of Health
- National Science Foundation
- Office of the Comptroller of the Currency
- Social Security Administration
- United States Department of Agriculture
- Blue Cross Blue Shield

State and Local Government Clients:
- Howard County Public School System (HCPSS)
- District of Columbia (DC) Public Schools
- Maryland Health Benefit Exchange
- Maryland Motor Vehicle Administration
- Maryland Department of Human Services (MD DHS)
- Maryland Department of Information Technology (MD DoIT)
- Maryland Department of Health
- Maryland Department of Education
- Maryland Department of Labor
- Maryland Health Benefit Exchange
- Maryland Department of Health - Medicaid Modular Transformation
- General Services Administration (GSA)
- Bureau of Engraving and Printing
- The Federal Emergency Management Agency (FEMA)

Projects:
- Medicaid Enterprise Systems Modular Transformation (MMT)
- Enterprise Grants Platform G6 - EGP G6
- Maryland Total Human Services Integrated NetworK (MDTHINK)
- Certified Information Systems Security Professionals (CISSP)
- Salesforce Certified Developer

- Wells Fargo
- Anthem
- PepsiCo

CLIENT BENEFITS
Partnering with AJACE provides:
- Access to cutting-edge technologies and industry best practices
- Cost-effective solutions tailored to your specific needs
- Improved operational efficiency and productivity
- Scalable and future-proof IT infrastructure
- Reduced time-to-market for new initiatives

GENERAL INFORMATION
- Registered Company Name: AJACE, Inc.
- Year Incorporated: 2005
- State of Incorporation: Virginia
- Corporation Type: Subchapter S
- D-U-N-S Number: 06390230
- CAGE Code: 8QCD4
- Anita Johan, President and COO, 703-853-8103, anitaj@ajace.com
- Antony Johan, CEO, 703-989-5321, antonyj@ajace.com
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- Website: www.ajace.com