



BSSW

BAY SHORE STEEL WORKS

A Grand Traverse Band, Tribe Owned Subsidiary of GTED

**Tribally owned /
Native American Indian (NAI) owned
(MBE)**

Pending:
Tribal SBA Section 8(a)

NAICS Codes:

541519 (Primary), 541511,
541512, 541513, 541519, 54161,
541611, 541612, 541613, 541614, 541618,
54169, 54171, 54172, 54199, 56111, 56121,
561410, 561210, 561410, 56142, 56143,
54269, 56149, 621999, 62423, 518210, 51821,
517410, 517911, 517919, 541990, 561422, 811213,
423430, 423690, 237130, 238212

Cage Code:
56WQ7

DUNS Number:
828286182

Point of Contact:
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GTED (and Subsidiaries)
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Socioeconomic Status:
Grand Traverse Band of Ottawa
and Chippewa Indians,
(Tribally Owned)



Capability Statement

Bay Shore Steel Works Government Services (BGS) is a minority-owned small business recognized as a Native American Indian (NAI) and Minority Business Enterprise (MBE). It is wholly owned by the Grand Traverse Economic Development (GTED) holding company, an entity of the Grand Traverse Band of Ottawa and Chippewa Indians based in Traverse City, Michigan. BGS provides a comprehensive suite of engineering, security, health, and technology services, leveraging its in-house expertise and strategic partnerships with proven industry leaders.

Capabilities and Experience

- **Information Technology (IT)**
 - Application Development
 - Help Desk & Desktop Support Services & Solutions
 - Cyber Security / IA Services
 - HIPAA, SOX, and other vulnerability/ risk management frameworks (RMF)
 - C&A Systems & Networks
 - System / Network Penetration Testing
 - Assessment SW & Remediation Services
 - Data Analysis, Visualization, and Advanced Analytics
 - Data warehouse analysis, architecture design and implementation
 - Business Intelligence platform design and implementation
 - Information Visualization functional design and development
 - Advanced data analytics and artificial intelligence development
 - IT Operations, Cloud Modernization,
 - IT Data Center Infrastructure support (HW and SW)
- **Physical Security Services & Solutions**
 - Security Systems Solutions, Biometric Access Control Systems
 - CCTV, Surveillance and Security Camera and Alarm Systems Solutions
 - Facility Security Guards or Guards Training
 - Forensic Security SW, Training and Audits
- **Telecommunications**
 - Inside & Outside Plant Services
 - COMSEC and SIMEX Support
 - Data and Network Fiber & Copper Cable Installation
 - Telecom Systems Install, Training & Maintenance
 - Cell Towers Installation & Maintenance
 - WAN / LAN Network Architecture Design and Implementation
 - Wireless Network Installation
 - Wi-Fi, Wireless Access Point and Cellular Distributed Antenna System (DAS)
 - Site Survey and Design
 - Benchmarking and Testing
 - Capacity and Network Optimization
 - Installation and Commissioning
 - Monitoring, Maintenance, Troubleshooting

- **Electrical**
 - High and Low Voltage (Residential, Commercial, Industrial)
 - Installation of Solar Panels
 - WMTA – Core switches, Electrical panels, Power Distribution boxes, Third rail, safe track
- **Satellite Communications Services**
 - Satellite Communication SW & Systems (ATLAS Space Operations Teaming Partner)
 - Satellite Dish & Antennae Array Transmission Station
 - HW, SW, Facility design, build & Maintenance (ATLAS Space Operations)
 - Renewable Alternative Energy (RAE) X3 RAE Power Solution for Full-time “off-grid” or Emergency Power
 - Logistics Systems, Supply Chain Mgt, Acquisition, Transportation, Warehousing, etc.
 - Emergency & Disasters Mgt SW and Power Solutions
- **Program Management / Administrative Services**
 - Program Management Operations, Professional Services,
 - Mission Programmatic Support
- **Health Information Management (HIM) and Financial Services**
 - Health, HR, financial (ERP), and other data analytics
 - EHRs and other health systems integration services for VA VISTA, DHA AHLTA & CHCS, CERNER, EPIC, MEDITECH, DMLSS, SAP, etc.
 - Health-related software (SW), hardware (HW), websites, app development, implementation, training, maintenance, and hosting
- **Medical Supplies and Logistics**
 - Personal Protective Equipment (PPE) to protect healthcare workers and first responders from the transmission of disease
 - Face mask, Food/Respiratory Protection, Protective Apparel, Gloves, Hearing, Face and Eye, Air purification, Head Protection
 - Distributor and reseller of medical products and equipment, such as the SpO2 Sensor, EZ-IO Needle Set and stabilizer, Defib Pads Quik-Combo, Supraglottic Airway I-Gel, LoPro, GVL, hepa filter, Blood Pressure Cuff, and others.
- **Medical, Dental, and Administrative Human Services**
 - Professional medical, dental, nurse advice line services, and administrative services
 - Health and human services HW and SW solutions
 - Transition Assistance Program (TAP) support services for VA and DoD
 - Help desk and desktop support Chronic care management solutions
 - Medical coding and auditing services & solutions (remote & on-site)
 - Medical billing (remote and on-site)

BGS Service Delivery Approach

- **Strong, Effective Management**
 - Resource Management, Risk Management, Quality Management
 - Security / FSO, Contracts Administration / Legal
 - Outcomes: Accountability, Communication and Collaboration
- **Service Delivery Excellence – Seamless, No-Risk Transition**
 - Committed, Engaged, and Accessible Management Team
 - High-touch approach to transitioning incumbent staff; ensure safe landing to preserve accrued benefits
 - Apply best practices to execute numerous successful transitions
 - Ensure frequent, transparent communication with all stakeholders
 - Onboard cleared staff quickly
 - Minimize transition and program operational risk for customers
- **Talent Acquisition Lifecycle - *Primary Elements of Our Successful Approach***
 - People-centric Recruiting and Retention Approach
 - Continuous, proactive recruiting and staffing
 - Specializing in cleared personnel, Rapid Onboarding
 - Understand clearance and security processes
 - Transition best practices and Incumbent transition

Key Small Business teaming partners today:

Stronghold Group

- VA- and SBA-certified/verified SDVOSB

Koniag Government Services (KGS)

TMF

L3 Group Startte

Diverse Systems Group/DSG

- GSA STARS II - 8a
- CIOSP3 - 8a
- DHA / GSA HIT SIN#

IPT Associates (SDVOSB)

- VA T4NG Prime
- Cyber Security

ATLAS Space Operations (prior VOSB)

Grand Traverse Engineering & Construction (GTEC) Svcs

- (8a/GSA STARS III)

Key Government contracting factors:

AIT MBE (Super Tribal owned 8a in process)

Michigan Tribal MBE

Prime teaming partners get 5% additional profit from government by subbing GTBHS AIT partner through the Buy Indian Act

Leadership has over 20 Years DoD, DHA, VA, HHS, IHS, CMS, DHS, USDA, DOE, DOL, NOAA and other Federal, State and Local Government and commercial organizations

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