

Craig Stowers  
President and Founder  
Email: [craig.stowers@ramarcsolutions.com](mailto:craig.stowers@ramarcsolutions.com)  
Mobile: (973) 277-2297

Ramarc Solutions, LLC  
8300 Boone Boulevard, Suite 500  
Vienna VA 22182

[www.ramarcsolutions.com](http://www.ramarcsolutions.com)



## Current Certifications and Designations

**SBA 8(a)** Certified Small Disadvantage Business  
**VA MBE Cert.#:** 694229  
**VA DBE** - Disadvantaged Business Enterprise  
**VA SWaM** - Small, Women-owned, and Minority-owned business

## Contract Vehicles

GSA IT-70 Schedule (GS-35F-0367Y)  
GSA 8(a) STARS II (GS00Q17GWD2279)  
FAA eFAST (DTFAWA17A-00055)

## NAICS Codes

<b>541511:</b> Custom Computer Programming Services	<b>541611:</b> Administrative Management and General Management Consulting
<b>541512:</b> Computer Systems Design Services	<b>541690:</b> Other Scientific and Technical Consulting
<b>541513:</b> Computer Facilities Management Services	<b>541990:</b> All Other Professional, Scientific, and Technical Service
<b>541519:</b> Other Computer Related Services	<b>561499:</b> Video Conferencing Services

## Company Services

Application Development	Data Analytics	Project Management
Cloud Computing	Data Warehousing	Software and Systems Engineering
Cyber Security	Data Integration	Unified Communications
Database Administration	Intrusion Detection/Antivirus	AV/VTC Design, Integration, Installation
Enterprise Architecture	Reseller (Hardware, COTS)	AV/VTC Preventative Maintenance Services
Mobility Solutions	Network Infrastructure	Digital Display Integration
Data Modeling	Network and Performance Monitoring	Website Design, Web Hosting

## Clients



Ramarc Solutions, LLC is a registered U.S. and U.K. privately held Information Technology Service Provider; headquartered in Vienna, Virginia. Recognized as a small business by the SBA and acquired our 8a status in 2011, Ramarc Solutions has since obtained our GSA Schedule (70). Ramarc Solutions is also recognized and certified by the Virginia Department of Minority Business Enterprise (DMBE) as a Disadvantaged Small Business Enterprise (DBE) and a Small Women and Minority (SWaM) owned businesses of Virginia.

For over 9 years, Ramarc Solutions has been involved in providing high-level IT solutions with many domestic and international based NGO's, as well as small to mid-size commercial clients. Ramarc Solutions successfully delivers strategic technology solutions with a well- trained staff, and by establishing a custom IT/Client Relationship Management Model. Ramarc Solutions utilizes performance-based methods with a strategic mix of technology and IT industry solutions to satisfy our client's needs.

Ramarc Solutions brings years of combined extensive experience and expert technical skills that enable Ramarc Solutions to continuously deliver high-quality IT services. Keeping up with today's best practice methodologies, Ramarc Solutions promotes and utilizes the latest in Unified Conferencing applications to boost productivity and effectiveness with clients, by giving them the ability to track, define and measure performance.

Ramarc Solutions has consistently and continues to build relationships with the top IT vendors such as Dell, HP, Apple, Cisco and Polycom, to name a few. These multi-vendor relationships allow Ramarc Solutions to have direct access to the latest available hardware/software solutions, and direct support from the top IT vendors in the industry.

From initial network design, to Cloud services to information management, video conferencing down to daily operations and maintenance Ramarc Solutions offers a wide spectrum of strategic technology solutions.

## Contract Summaries

CUSTOMER	PROJECT	RELEVANCE TO EXPERIENCE
ONE Campaign	Ongoing Infrastructure Support Project Total to Date: \$2.5MM	Delivery of latest LAN, WAN, WLAN network, server, user/ server virtualization technology. International Support: London, Paris, Berlin, Brussels and S. Africa.
Fairfax County Government	Software Package Support Services Project Total to Date: \$500k	Test, fix and package MSI and virtual packages with integrated software-packaging tools for error free deployments. Cut MSI packaging time up to 70%.
The Gates Foundation	Office Infrastructure Expansion to the US Project Total to Date: \$50k	Construct native Data Center and offer local user migration support for transition staff to US from Switzerland office site. Manage local vendor prospects and contracts.
Developement Training Service USAID	GH-Tech III Bridge Project Project Total to Date: \$30k	Provide network, server and desktop support for remote office users utilizing Office 365 requiring real-time access to cloud files and shared drives.
Army National Guard New Mexico	Video Teleconference Design and Installation (8a Set-Aside) Project Total to Date: \$66k	Develop and Implement a new VTC environment while providing a growth path to replacing existing VTC hardware over the next 2 years.
Office of Naval Research (ONR)	Audio/Visual and Video Teleconference Design, Installation and Maintenance Project Total to Date: \$465K	Develop, implement and maintain VTC systems for HQ and Regional Offices located in Atlanta GA, Boston MA, Chicago IL, San Diego CA & Seattle WA
National Institute of Standards and Technology (NIST)	Audio/Visual Equipment Installation and Support Project Total to Date: \$65K	Installation, training and support for the new Training Room AV/ VTC, and related equipment services.