# ZOECONN CONSULTING CORP

*Empowering clients with innovative solutions and expert support*

ZOECONN Consulting Corp is an SBA-certified **Women-Owned Small Business (WOSB)** delivering secure, modern, and results-driven IT. We specialize in Agile Transformation Oversight, digital modernization, AI governance, and data-driven transformation for federal and commercial clients. We combine our technical expertise with compliance-readiness—including **CMMC Level 1 certification**, FedRAMP awareness, and FISMA-aligned solutions—to help agencies securely adopt technology, improve operational efficiency, and meet mission objectives. Through tailored "Intro to AI" sessions and strategic use-case development, we leverage AI to drive decision-making and innovation. Aligned with NAICS 541330, we deliver solutions that meet agency-specific needs, maximize resource utilization, and deliver measurable outcomes, such as achieving $5M in client savings through workflow optimization.

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## CORE COMPETENCIES

### Enterprise Agile Transformation & Oversight

- **Strategic Oversight:** Leading the scaling of Agile frameworks (SAFe/Scrum) for enterprise programs to accelerate delivery while ensuring audit readiness.
- **Product Strategy:** Acting as the "Government Product Owner Proxy" to translate mission goals into technical roadmaps, enhancing delivery speed and quality.
- **Team Empowerment:** Establishing governance structures that enable technical teams to operate independently and efficiently while remaining within compliance guardrails.

### Workflow Automation & Process Architecture

- **Process Optimization:** Applying Lean Six Sigma principles to map workflows and identify "efficiency gaps" for immediate DOGE-aligned cost savings.
- **Low-Code Automation:** Architecting data-driven workflows using automation tools (e.g., n8n) to eliminate manual administrative waste.
- **Operational Excellence:** Designing the blueprints for digital modernization that drive measurable operational improvements and CMMI alignment

### Executive Stakeholder Alignment

- **Mission Translation:** Bridging the communication gap between non-technical Agency leadership and technical engineering teams to prevent scope creep.
- **Requirements Governance**: Facilitating coordination to accurately define support requirements, ensuring every technical task aligns strictly with organizational goals.

### AI Governance & Risk Management

- **NIST Compliance:** Designing AI usage policies, human-in-the-loop guardrails, and audit trails that meet federal safety standards (NIST AI RMF).
- **Strategic AI Integration:** Overseeing the integration of AI assistants for productivity, ensuring they are deployed securely and ethically.
- **Decision Intelligence:** Developing frameworks for predictive analytics and intelligent automation that drive decision-making without introducing unmanaged risk.

## INDUSTRY CODES

### NAICS

| | | | |
|---|---|---|---|
| ***541611*** | 541519 | 541990 | 541330 |
| 541512 | 561110 | 561210 | |

### PSC Category

DA10 7D20

## DIFFERENTIATORS

- **Fortune 500 Pedigree**: Leadership brings experience managing **$20M+ portfolios and 300+ global staff** (BNY Mellon, Amazon), offering "Big 4" consulting rigor with the agility of a WOSB
- **The "Governance Shield":** We don't just deploy tools; we build NIST-compliant safety architectures. Our approach includes human-in-the-loop guardrails and full audit logs to minimize liability and ensure audit readiness.
- **Lean Expert Model:** We operate as a surgical "Tiger Team" of senior architects and governance experts. This provides high-level strategy and oversight without the bloat of large integrators, leveraging trusted partners for scalable execution.
- **KPI-Driven Compliance:** Bridging innovation with strict security. We enforce schedule guards (day-for-day slip rules) and FedRAMP-aligned protocols to keep digital transformation projects on track, secure, and within scope.
- **Certified & AI-Enhanced:** Leveraging NIST RMF training, SAFe/Scrum certifications, and internal AI assistants, we reduce documentation cycle times by 30–60% while ensuring federal compliance standards are met.

## PAST EXPERIENCE

**COMMERCIAL**

- **Web Modernization**: Designed and launched a secure, responsive, and accessible website with integrated service workflows, performance tracking, and CRM sync capabilities for SMB
- **AI-Driven Opportunity Engine**: Built an AI-powered engine to scan FPDS and match agencies to tailored contract opportunities. (shared with other small Gov Con business)
- Launched Security evaluation tools for HAKSTRAT Corp to increase automation for nonprofit organizations.

**Pre-ZOECONN**

- **Training Delivery at Scale**: Led Agile coaching and AI governance workshops for organizations scaling to 500+ staff, saving $1M annually and reducing request turnaround times by over 75%.
- **Banking- Test Automation uplift** -Devised, deployed, and monitored the development process, increasing test automation for web services from 40% to 90%
- **Cable/Telecom** - Launched Customer Prepaid platform serving over 3M subscribers.

**FEDERAL READINESS & COMPLIANCE**

- Federal Market Preparation: **CMMC Level 1** achieved; **NIST RMF** training completed; Seaport access established; disciplined OPSEC/doc control

## CERTIFICATIONS

MWBE CERTIFIED MINORITY AND WOMEN-OWNED BUSINESS ENTERPRISE

SMALL BUSINESS SBE CERTIFIED ENTERPRISE

WOMEN OWNED CERTIFIED BY WOMEN'S BUSINESS ENTERPRISE NATIONAL COUNCIL

MWBE Certificate

SBA U.S. Small Business Administration WOSB CERTIFIED