

## Notes from the President ...

Hello and happy holidays to the entire workforce here at Miracle Systems, LLC. I would like to extend a warm welcome to those of you who are new to Miracle Systems and would like to offer my personal invitation to our upcoming Holiday Party on December 19<sup>th</sup>. To those of you who I have not seen recently, I look forward to engaging with you at the upcoming get-together. We have a lot to celebrate this year at Miracle Systems. We have had many successes at our federal worksites across the US Government as well as many new contract wins.

Miracle Systems was founded based on my own experience as a consultant for government agencies for many years. I understand the world of federal consulting well, including its challenges and pain points. Due to our diversity of business opportunities across the federal government, we have the ability to move people from one contract to another. Miracle Systems has nearly 80 different active contracts across the federal space. We are positioned very differently from other comparable small businesses due to our ability to leverage other contracts to move resources as required if a contract ends. We have been able to move multiple employees from one contract to another and in some cases raising their clearance while providing new exciting challenges. This assurance of job security through the diversity of opportunity is one of the biggest things we offer to our employees.

When we set out to start our company, one of the biggest challenges was what to do once we were no longer designated as an 8(a) company by the Small Business Administration's Business Development Program. The 8(a) Small Business program helps small, disadvantaged businesses compete in the federal marketplace. Once they graduate from this designation, many small businesses struggle. Miracle Systems graduated in May but we are positioned well as we are prime contract vendors on GSA OASIS, DHS EAGLE II, and the GSA Alliance strategic contract vehicles maintaining our 8(a) status for up to 7 years.

Our strategy at Miracle Systems is to compete in new marketplaces and to continue to expand. We have had a great amount of success this year with the Department of Defense (DOD), helping to expand our business nearly 30-40% this year. At the Air Force alone we now have 6 new contracts. We have contracts that support System Engineering of B-1 bomber and contracts at five different Air Forces bases.

In the coming calendar year, we are actively pursuing new DOD accounts in the Army, Marine Corps, and Navy. It will continue to set us apart from similar small businesses. Due to this expansion, we are always looking for good people to work here at Miracle Systems. I would encourage you to look out for good clients at your worksites who may be retiring. If you happen to know someone at work who has performed well, we are always looking for an infusion of new talents. We reward new hire recommendations and if a candidate you recommended is hired, we reward employees with a bonus between \$500 and \$1500.

It is an exciting time at Miracle Systems. We are working hard to expand our footprint to new agencies and new clients. It is a work in progress, and we are taking one strategic step at a time.



Again, Don't forget to RSVP to the Holiday invite as we will also take time at the event to recognize employees who have succeeded at their respective contracts. Please feel free to invite your clients and confirm their attendance when you RSVP. Also, please take the time to share your thoughts and insight on how we can improve our processes as a company and take advantage of all opportunities at your

**Sandesh Sharda - MBA, PMP**

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