

# STRENGTH



# QUALITY



**SoBran**  
INC.

# EXPERTISE





*“When clients think of SoBran, they think strength, expertise, service, quality, respect and safety. SoBran serves leading government and private institutions that are on missions to protect and serve citizens. This is serious business that has discipline and process at its core. That is why SoBran employees treat every client as our only client.”*

– **Amos L. Otis**, founder,  
president and CEO of SoBran

## SoBran at Work

SoBran's clients include:

- Department of Defense
- Department of Energy
- Department of Homeland Security
- Department of Transportation
- United States Air Force
- United States Army
- United States Navy
- General Services Administration
- Environmental Protection Agency
- Social Security Administration
- National Institutes of Health
- Eastern Virginia Medical School
- Walter Reed Army Institute of Research
- Commercial clients include: Ikon, Gannett,  
2008 Presidential Campaign, HKS Architectural  
Services

SoBran collaborates with complementary service and solution providers that run the gamut in size, from SBA 8(a) program members to multi-billion dollar organizations.

The logo for SoBran INC. is a dark blue diamond shape. Inside the diamond, the word "SoBran" is written in a large, white, serif font, and "INC." is written in a smaller, white, sans-serif font below it. There are thin white horizontal lines above and below the text.

**SoBran**  
INC.

# TOGETHER, STRENGTHENING OUR NATION<sup>SM</sup>

**SoBran** is the company clients count on to help address many of today's most difficult challenges with quality services that far exceed their expectations. SoBran enables your organization to do more with less, enabling growth and a nimble response to new opportunities.

We provide industry-leading biomedical research support, engineering, logistics and Chemical, Biological, Radiation, Nuclear, and Explosive (CBRNE) protective services. Some of the world's largest government, academic and commercial organizations rely on us to help accomplish their missions.

We bring to every project a rigorous commitment to quality, flexibility and responsiveness. This commitment, coupled with our technical expertise, allows us to continuously focus on adding value for our clients.

## Our Commitment to Responsiveness

To thrive in today's complex and rapidly evolving environment, many organizations are required to change policies and procedures and, at times, redirect funds towards new initiatives. SoBran responds with the agility of a small business and the resources of a larger

company to quickly deliver expert, cost-effective solutions.

This commitment to responsiveness is at the core of our business. Amos Otis, a veteran officer of the U.S. Air Force, founded SoBran serving a single client with problem-solving and innovation. Today, more than 20 years later, the company has almost \$61 million in annual revenue and every one of SoBran's nearly 1,000 employees nationwide is deeply committed to providing that same level of quality customer service to every client.



## Strict Compliance and Safety Adherence

Compliance with regulations and mandates can create additional complexity for virtually every organization. SoBran provides our clients with a thorough understanding of regulatory requirements and compliance know-how. We proactively maintain security clearances and place a premium on safe working environments.

# STRENGTH

# QUALITY

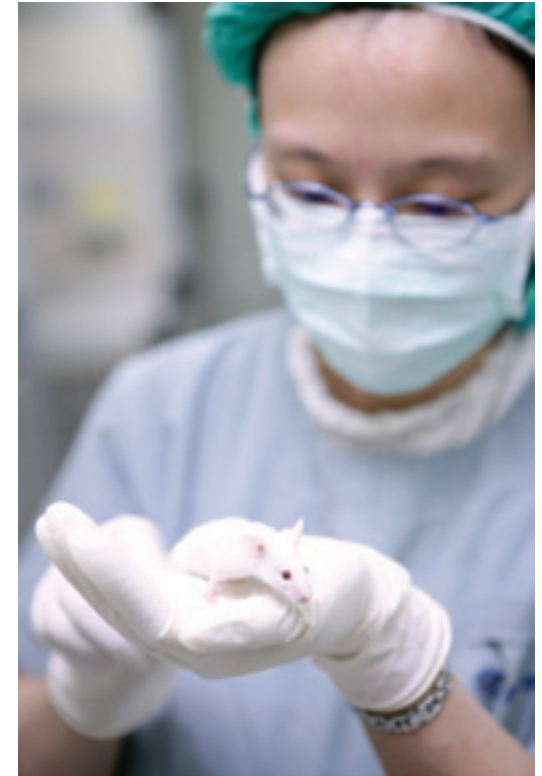
## Accelerating Achievement

SoBran continuously focuses on adding value for our clients. Your organization will achieve its goals faster with SoBran's:

- Extraordinary responsiveness
- Depth of experience
- Innovative problem solving
- Flexibility of resources
- An impressive client list
- Recognized industry leadership
- Pioneering industry services

By choosing to partner with SoBran our clients benefit from:

- More than two decades of industry experience
- Dedicated quality assurance
- Access to award-winning training and quality programs
- ISO 9001-certified program management
- Real-time access to certified subject matter experts
- Program support specialists
- Access to state-of-the-art facilities
- Competitive pricing



*"One of the things that strikes me is that SoBran employees enjoy working for SoBran. SoBran continues to hire the best people, train and retain them. SoBran provides us a stable, dependable and competent work force."*

– Representative of the National Institutes of Health (NIH)









## SoBran Services

SoBran offers a range of services that contribute to the strength, health and security of our nation. Each of these services is bolstered by extensive recruiting capabilities that enable us to hire the right people at the right time.

### Biomedical Research Support

SoBran supports medical research programs involving diseases and physiological conditions of worldwide importance. As the industry leader in designing professional animal care programs, managing animal facilities, and providing high quality technical support for laboratory animal research projects, we work with each of our clients to ensure that their research efforts are conducted in the most professional and effective manner and maintain the highest levels of quality assurance.

Specific services include:

- **Onsite Support** – SoBran augments clients' in-house research and development expertise, managing and operating over three dozen laboratory animal facilities at diverse

client sites including Animal Biosafety Level (ABSL) I through III. Services include: animal resource program management, facility and equipment operations, laboratory animal care, veterinary medical and technical procedures, quality assurance and technical training, technical research support, and regulatory and accreditation assistance.

- **Contract Research** – SoBran supports an expanding range of Good Laboratory Practice (GLP) and non-GLP compliant research requirements. Our customized services and design-built biomedical support facility can meet your specific small-

animal preclinical toxicology and drug discovery program requirements.

- **Consulting** – With a focus on driving programmatic improvement for our clients, onsite and virtual consulting is available for a host of critical program components including: facility design, standard operating procedures, biosecurity/disease surveillance, regulatory support, animal research protocol development, biosafety/biocontainment and personnel training.



## Engineering and Logistics

SoBran designs and implements innovative solutions to complex engineering, logistics, homeland security, anti-terrorism, infrastructure and environmental protection challenges.

Meeting the most current International Organization for Standardization (ISO) and Six Sigma requirements, SoBran operates on the cutting-edge of design and system engineering technology. Our team of system engineers, test engineers, software developers, configuration managers and logistics managers serves as a critical resource for sensitive engineering programs. Our commercial and government clients rely on us for software and hardware development, systems integration, software and systems upgrades, system testing, troubleshooting support, process improvements, network administration and IT support.

SoBran also provides complex warehouse management, supply chain management, workforce management, logistical assistance and tool box build-up. Service include: supply storage, processing, real-time inventory control, and distribution, to property pick up, warehousing and disposal. Our proprietary Integrated Logistics Support (ILS) model provides our clients with a proven yet flexible approach for developing superior material handling, screening and management processes; proactive team management and training; and ISO-certified quality and security controls.



*“SoBran brought a degree of professionalism previously unseen at NIH warehousing while reducing our overall costs, improving safety and reducing errors to 1/5 of our targeted rate.”*

**– Rose Ann Corley,**  
*Director of Logistics, National Institutes of Health (NIH)*

# EXPERTISE





## CBRNE Protective Services



*“There was never a question that SoBran knew their stuff.”*

– **Ronald Boatwright**, mail program manager,  
Department of Homeland Security

SoBran is a recognized leader in the design, development and fielding of Chemical, Biological, Radiation, Nuclear and Explosive (CBRNE) protective systems and services. We provide a full array of CBRNE related assessment, training and awareness services, specializing in the design and operation of mail screening facilities dedicated to the prevention of mail-borne attacks. Under the SoBran **SafeMail®** program, our team of engineers and technical specialist provide comprehensive on-site threat analysis, system design, integration and operational implementation.

SoBran offers a broad spectrum of CBRNE-related training services in the areas of threat awareness, risk management, mail facility safety, regulation awareness/compliance, threat specific training and existing program validation.

We also provide expert chemical surety services, laboratory support, and sensor fielding and training, designed to ensure that the equipment worn by the Warfighter provides effective protection against ever-changing threats and evolving real-world situations.

# SAFETY







## Industry Recognition

Since its inception, SoBran has been widely recognized for its core strengths, successful partnerships with clients and continuous growth and profitability.

SoBran received the Department of Homeland Security Small Business Achievement Award for CBRNE anti-terrorism related services and has also received consecutive “Partnership for Reinventing Government” Hammer Awards. The company was named a finalist for “Government Contracting Firm of the Year” at the Tech Council of Maryland’s 22nd Annual Tech Awards Celebration, has been included twice in Inc. Magazine’s List of America’s 5,000 Fastest Growing Private Companies and also ranked among the top 100 companies in Black Enterprise Magazine’s Industrial/Service category for five years, moving up the list each time.



# RESPECT

Much of SoBran's growth has been fueled by repeat business and client referrals. Here are just a few examples of how the company's continued commitment to quality, efficiency and customer service has helped clients realize their goals.

## On quality...

*"SoBran Inc continues to provide outstanding CBRNE equipment trainers who are sought after for their high level of professionalism and subject matter expertise."*

– **Michael T. Benham,**  
APM Logistics & Fielding JPM NBC Contamination Avoidance

## On efficiency...

*"SoBran has reduced manning, saving the government much-needed resources, while processing more requests than their predecessors, reducing the error rate to under .02%."*

– **Mike Zindel,**  
Branch Chief, National Institutes of Health (NIH) Property Utilization Branch

## On service...

*"The extraordinary efforts of these SoBran employees kept the program on schedule, met an urgent need by the customer, and ensured successful completion of software testing milestones."*

– **Contractor Performance Assessment Report,** Software Maintenance Group,  
Expeditionary Fighting Vehicle, Hill Air Force Base, Utah



# A History of Pioneering Innovations

SoBran is:

- For more than a decade, the go-to source for developing and providing total package fielding (TPF) and new equipment training directly to the Warfighter
- A recognized leader in mail screening with the **SafeMail®** program
- A premier provider of general and equipment-specific operator training and certification for Smiths Detection X-ray solutions
- The largest onsite provider of biomedical support at the NIH Bethesda Campus
- A leading partner in advanced biomedical research with a state-of-the-art Preclinical Biotechnology Laboratory and Animal Facility located in the Science and Technology Park at Johns Hopkins in Baltimore, MD
- The primary provider of engineering support services on the United States Marine Corps Expeditionary Fighting Vehicle program

# PROCESS





# Contact Us Today

We value the opportunity to work with you. To learn more please contact us at 703-352-9511, email [info@sobran-inc.com](mailto:info@sobran-inc.com), or visit [www.sobran-inc.com](http://www.sobran-inc.com)

Reinforcing our commitment to accessibility and responsiveness to clients, SoBran services are available through a range of contract vehicles, including:

- GSA IT Schedule 70
- GSA PES Schedule 871
- GSA LOGWORLD Schedule 874V
- Logistics Management and Supply System (LMSS)
- DESP II
- CASU
- Navy Seaport Extended (SeaPort-e)
- NIH Laboratory Animal Research Contracts (LARC)
- FAST-2

## Our Promise

- We are committed to the highest standards of ethics and integrity.
- We are responsible to our customers, our employees, and the communities and business sectors we serve.
- We exceed standards in satisfying customers' requirements, and continually improve our services, technology, materials and products to meet tomorrow's challenges.
- We treat every employee with dignity and respect and provide the tools for their long-term success.
- We encourage all employees to act as owners and contribute ideas and solutions.

**[www.sobran-inc.com](http://www.sobran-inc.com)**



**TOGETHER, STRENGTHENING OUR NATION<sup>SM</sup>**

Executive Office

SoBran, Inc.

2677 Prosperity Avenue

Suite 200

Fairfax, VA 22031

Ph: 703.352.9511

Fax: 703.352.9513

e-mail: [info@sobran-inc.com](mailto:info@sobran-inc.com)

Corporate Office

SoBran, Inc.

4401 Dayton-Xenia Road

Dayton, OH 45432

Ph: 937.426.0696

Fax: 937.426.4609

e-mail: [info@sobran-inc.com](mailto:info@sobran-inc.com)