ERP DETERMINATOR℠ | OwnerEdge℠ | BUILDVANCE℠

CAPABILITY STATEMENT

ERP Selection · Owner-Side ERP Program Leadership · AI-Enabled ERP Implementation

Veteran-Owned Small Business · UEI Q82DKBXEY1T1 · CAGE 26QD9 · NAICS 541611 (primary) · SAM.gov Active

COMPANY OVERVIEW

LDO Consulting LLC is a veteran-owned small business in Athens, Alabama. We help owners choose, govern and implement ERP systems. Our founder brings 25 years of U.S. Navy maintenance leadership and more than 25 years of ERP delivery on SAP, IFS and Oracle NetSuite. We deliver remotely across the U.S. and on site when the client requests it.

CORE COMPETENCIES

Three service lines, each sold on its own:

ERP Determinator *Determine the right ERP before you buy it*

- Vendor-neutral ERP selection, decided on evidence before the contract is signed.
- Requirements weighted by cost or risk, and knockout rules applied before scoring.
- Every vendor runs the same scripted demo with the client's own data.
- A five-year total cost of ownership and one decision report that traces every score to its evidence.

OwnerEdge *Owner-side ERP program leadership*

- **PMO Prep** – readies the owner before the integrator starts: scope, charter, governance, gate criteria, data and team readiness.
- **PMO Operations** – runs the owner's PMO through every phase: integrator oversight, gate reviews, risks, decisions and executive reporting.
- **Business Team** – organizes and tracks the business resources the owner assigns, from requirements through testing and cutover.
- **TrimSpan** – monitors the system integrator independently, phase by phase, with drill-down governance reports.

BuildVance *Build it right. Advance it faster.*

- Full-lifecycle implementation of SAP, IFS Cloud, Oracle NetSuite and Odoo.
- AI drafts the work and configures test environments; people approve and promote to production.
- Every requirement traced to its configuration, its test case and its tested result.

COMPANY DATA

UEI: Q82DKBXEY1T1

CAGE: 26QD9

SAM.gov: Active registration

Business type: Veteran-Owned Small Business

Entity: Alabama LLC, Athens, AL

Primary NAICS: 541611

Insurance: Professional liability, $1M per claim / $2M aggregate

Contracting: Prime or subcontractor; time and materials

DIFFERENTIATORS

- 25 years of U.S. Navy maintenance at the Organizational, Intermediate and Depot levels, including Production Officer at a Ship Repair Facility.
- Submarine veteran and Limited Duty Officer ("Mustang"), up from the ranks.
- 25+ years of ERP delivery on SAP, IFS and Oracle NetSuite.
- Led a three-year federal ERP program 100% remote.
- Vendor-neutral: no software sales and no referral fees from vendors or integrators.
- One side of the road: owner oversight or implementation on a program, never both.
- The client owns its outputs and data.

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LDO CONSULTING LLC

Past Performance · NAICS Codes · How We Engage

PAST PERFORMANCE

U.S. Navy N-MRO – IFS Maintenance ERP

Founder, as IFS Program Director under prime contractor Lockheed Martin (before LDO Consulting)

- Naval Maintenance, Repair and Overhaul program covering 3,000+ aircraft and almost 300 ships.
- Took the Maritime solution from discovery to cutover-ready.
- Delivered $52M+ in consulting and license revenue.

U.S. Navy NEMAIS – SAP Maintenance ERP

Founder, as Data Migration Lead (before LDO Consulting)

- Migrated data from 80+ Navy legacy systems into SAP, including 3M+ equipment masters and 40M+ parts.
- Created the Navy's first single fleet maintenance database, later supporting 200+ ships at five regional sites.

IT Services Provider Client – Oracle NetSuite Program, 2026 – present

LDO Consulting, as PMO Lead and Strategic Advisor

- Replacing QuickBooks Desktop with Oracle NetSuite across finance, order-to-cash, procure-to-pay and supporting functions.
- More than 6,000 requirements across 11 functional areas.
- First release, Order-to-Cash: 754 tickets and 277 requirements covered by 195 linked test cases.

LDO Consulting LLC – Odoo 20 ERP Implementation, 2026

BuildVance implementation of the firm's own ERP, Project Prep to go-live

- Went live 2 November 2026.
- 141 requirements, 136 configuration tasks and 136 test cases, each traced to its requirement.
- 5 data sets migrated and reconciled; 7 defects found and worked.

NAICS CODES

541611 Administrative Management and General Management Consulting Services (primary)

541330 Engineering Services

541512 Computer Systems Design Services

541513 Computer Facilities Management Services

541519 Other Computer Related Services

541612 Human Resources Consulting Services

541613 Marketing Consulting Services

541614 Process, Physical Distribution, and Logistics Consulting Services

541618 Other Management Consulting Services

541690 Other Scientific and Technical Consulting Services

541930 Translation and Interpretation Services

541990 All Other Professional, Scientific, and Technical Services

561499 All Other Business Support Services

611430 Professional and Management Development Training

HOW WE ENGAGE

- Time-and-materials engagements built from roles, rates and duration.
- Remote-first delivery, on site when the client requests it.
- We welcome sources sought notices, RFIs and teaming requests.

POINT OF CONTACT

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