



**CAPABILITY STATEMENT**

**OVERVIEW**

Lotus USA, Inc. commenced its operations in September 2014, dedicated to delivering top-notch services that yield remarkable results and ensure the highest Return on Investment (ROI) for our clients. Our core expertise lies in crafting and incorporating cutting-edge business solutions, offering comprehensive management consulting services, and acting as a premier procurement system integrator for essential equipment across prominent technology sectors. These include networking hardware, software solutions, telecommunications equipment, construction materials, and heavy-duty rental equipment, along with technology services tailored for both Public Sector and Enterprise clientele. Over the years, Lotus has successfully executed a staggering 675 contracts with federal agencies, state governments, municipalities, and major cities throughout the United States.

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**CERTIFICATIONS**

- The U.S. Small Business Administration recognizes Lotus as a "Certified HUB ZONE SMALL BUSINESS concern."
- Lotus has received the "Woman-Owned Small Business (WOSB)" certification from the Small Business Administration (SBA).
- Lotus holds the "Economically Disadvantaged Women-Owned Small Business (EDWOSB)" certification from the Small Business Administration (SBA).
- The Department of General Services Office of Small Business & Veterans Business Enterprise Services (OSDS) has honored Lotus with the "VSBE: VERY SMALL BUSINESS ENTERPRISE" certification (Certification Number: 2000766).
- The County of Los Angeles has bestowed Lotus with the Local Small Business Enterprise (LSBE) and Community Business Enterprise Program (CBE) certificates.
- The Los Angeles County Metropolitan Transportation Authority has awarded Lotus with the Small Business Enterprise (SBE) and Disadvantaged Business Enterprise (DBE) certifications.
- The city of Los Angeles has recognized Lotus with the Local Business Enterprise (LBE), Minority Business Enterprise (MBE), and Woman Business Enterprise (WBE) certifications.
- Lotus holds the Small Business (SB) certification from the state of California, along with the California Multiple Awards Schedules (CMAS).
- The Department of Industrial Relations in the state of California has registered Lotus as a Public Works Contractor.
- The National Minority Supplier Development Council (NMSDC) has honored Lotus with the Minority Business Enterprise (MBE) certification.
- The U.S. Government's Defense Information Technology Contracting Organization (DITCO) Telecom Technical Support has awarded a BPA (Blanket Purchase Agreement) contract to Lotus.
- Lotus has achieved Select Partner Status from CISCO SYSTEMS, recognizing the company's excellence in the field.
- Lotus is presently a member of the Oracle Partner Network (OPN). This enabling lotus to offer Oracle products and services that encompass a wide spectrum, including Support Renewal Authorization, Linux & VM, Oracle University, Software, Hardware, Cloud, and more. Oracle Certified Associate, Lotus has inbuilt professionals who hold this certification.
- SAP Certified Consultants - SAP CRM, SAP financial Accounting, SAP MM, SAP NetWeaver, SAP Production Planning, SAP QM, SAP SCM, Project System, SAP Advanced Business Application Programming, SAP Basis, SAP CO, Sap s d, SAP Security, SAP Solution Manager, S4 HANA Finance, SAP functional modules Finance, SAP ABAP, SAP Banking, SAP BI, SAP Business By Design.



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### PROFESSIONAL SERVICES

Lotus stands as a reliable and well-established partner in the realm of contracting, specializing in an array of essential services. With a proven track record and a wealth of resources at our disposal, Lotus excels in delivering critical services, including medical staffing, process outsourcing, technology solutions, engineering services, and application development. We possess the necessary expertise to procure equipment for government agencies and commercial clients with utmost efficiency.

Our forte lies in the recruitment, credentialing, and retention of top-tier professionals, ensuring that our clients have access to a highly skilled workforce. When it comes to equipment procurement, our commitment is to execute the task reliably and punctually, thus contributing to the success of contracts and missions. We employ effective strategies that empower our clients to harness cutting-edge technologies and enhance their operations in the most cost-effective manner.

Within our staffing division, Lotus is renowned for placing top technology professionals in various positions, ranging from contract and contract-to-hire to direct hire and Statement of Work (SOW)-based roles, serving both government agencies and industry leaders.

We specialize in custom development, offering tailored solutions that align seamlessly with our customers' unique requirements. Whether it's integrating a client's product into their existing lineup or offering technology and business domain consulting, Lotus is well-equipped to meet these needs. Our delivery models are both flexible and cost-effective, featuring dedicated account teams, skill-based recruiters, and proven systems and processes.

What truly sets us apart is our Consultant care teams, setting new industry standards by ensuring a mutually satisfactory assignment experience for both consultants and clients. We also provide comprehensive services, including research and requirements analysis, prototyping, and iterative design, while our professionals are experienced in working within a development environment using tools such as Linux, GIT, JIRA, and Jenkins.

Lotus boasts a talented and diverse staff with a broad range of skills, including Cisco CCNA certification, expertise in Embedded Software, EPIC Implementation, Python-based automated report and data pipeline development, as well as proficiency in Network Security, Email Security, Web Security, Cloud Solutions (including IBM, AZURE, AWS, and Snowflake), Networking architecture, Backup Recovery, Broadband, Cellular & Data Radios, and WLAN technologies.

Lotus offers comprehensive equipment calibration services, ensuring precision and accuracy in measurements for industries reliant on reliable data. With state-of-the-art facilities and experienced professionals, Lotus is a trusted partner in maintaining calibration standards for diverse equipment.

### PROCUREMENT AND SYSTEM INTEGRATOR SERVICES

We provide essential support to the public sector in the acquisition of Goods and Services across various vital domains, which include:

- (a) Procurement of leading brands' computer hardware, networking equipment, and software, such as Cisco, Dell, HP, HPE, Lenovo, Microsoft, Ivanti, Meraki, and Juniper.
- (b) Offering both sale and rental options for heavy machinery, catering to the industrial and construction sectors, facilitating their project needs.
- (c) Facilitating the procurement of medical equipment, telehealth solutions, and laboratory equipment, ensuring access to critical healthcare resources.
- (d) Providing access to radio equipment from trusted manufacturers like Harris, Motorola, and Rockwell Collins.
- (e) Sourcing a wide range of essential components, including sensors, cables, networking infrastructure, telephone systems, electrical equipment, power supplies, UPS (Uninterruptible Power Supply) units, generators, batteries, and more.
- (f) Enabling the public sector to enhance communication and collaboration through Unified Communication and Collaboration (UCC) solutions, including video conferencing, UCaaS (Unified Communications as a Service) ecosystem, voice phone systems, networking systems, and associated accessories.

### COVID CAPABILITY

- Lotus supply COVID-19 Personal Protective Equipment (PPE) Mitigation, Cleaning & Disinfection, Saliva testing in California State.
- Lotus supplied PPE equipment to the California Department of Veterans Affairs.
- COVID-19 FCC Telehealth Program, Telehealth Solutions

## NAICS CODE

- 541512 Computer Systems Design Services
- 541513 Computer Facilities Management Services
- 541611 Administrative Management and General Management Consulting Services
- 561710 - Exterminating and Pest Control Services
- 561720 - Janitorial Services
- 541930 - Translation and Interpretation Services
- 423430 Computer and Computer Peripheral Equipment and Software
- 423450 Merchant Medical, Dental, and Hospital Equipment and Supplies Wholesalers
- 517911 Telecommunications Resellers
- 518111 Internet Service providers
- 532412 Construction, Mining, and Forestry Machinery and Equipment Rental and Leasing
- 532490 Other Commercial and Industrial Machinery and Equipment Rental and Leasing
- 541618 Other Management Consulting Services
- 541690 Other Scientific and Technical Consulting Services
- 561110 Office Administrative Services
- 561612 Security Guards and Patrol Services
- 621111 Offices of Physicians (except Mental Health Specialists)
- 621399 Offices of All Other Miscellaneous Health Practitioners
- 621512 Diagnostic Imaging Centres

## PARTNERS



**PAST PERFORMANCE**

**For federal contract details:** <https://govtribe.com/vendors/lotus-usa-inc-dot-771v6>

**FPDS:** <https://www.fpds.gov/ezsearch/search.do?indexName=awardfull&templateName=1.5.2&s=FPDS.GOV&q=JBKG G25MLPM9>

**PROCUREMENT SERVICES**

**Agency: Department of Defense**

Bid value: \$669,599.00

Title: Motorola - 36 CES/CEF VESTA R7 Emergency System Upgrade, Andersen AFB

**Agency: DLA LAND AND MARITIME LAND**

Bid value: \$84,276.92

Title: SPE7L321U1409 # GAGE,COMPARATOR,AIR

**Agency: National Institute of Standards and Technology,**

Bid value : \$705,601.32

Title: Whole Body Contamination Monitors

**Agency: California Department of Veterans Affairs,**

Bid value :\$15,434.38

Title: Covid-19 emergency supply

**Agency: Department of Defense**

Bid value: \$507,683.23

Title: Transformers, Stainless Steel (KVA)

**Agency: LADWP**

Bid value: \$148,300.00

Title: WATER CONTROL CENTER AIR CONDITIONER AND HOT AISLE CONTAINMENT

**Agency: Department of Army, Fort drum**

Bid value : \$215,547.84

Title: RT8850 system

**Agency: National Aeronautics and Space Administration,**

Bid value : \$137,457.00

Title: Rockwell Collins Radios 7215

**Agency: Long Beach Transit**

Bid value : \$ 157,417.75

Title : Dell Precision 3430 Small Form Factor, OptiPlex 7760, Dell Ultra Sharp 49 Curved Monitor

**Agency Name: MICC-FT DRUM,**

Bid value : \$262,913.91

Title : Provide emergency portable comfort cooling for 7 buildings

**Agency Name: Los Angeles County**

Bid value : \$168,064.31

Title : Cisco VOIP.

**Agency Name: Department of Air Force**

Bid value: \$160,655.00

Title : Replace Lockers inside B140

**Agency Name: U.S. ARMY ENGINEER DISTRICT, DETROIT,**

Bid value: \$369,170.91

Title: Rental equipment will be used to support work in and around a lock and dam structure at temperatures as low as -20 degrees F.

**Agency Name: MICC-Fort Buchanan**

Bid value: \$196,480.00

Title: 225KVA UPS

**Agency Name: WAPA**

Bid value: \$153,241.92

Title: MEDIUM-VOLTAGE AND HIGH-VOLTAGE DEAD-TANK CIRCUIT

**PROFESSIONAL SERVICES**

**Agency: Social Security Administration (SSA\_Richmond)**

Bid Value: \$ 2,224,604.00

Title: Medical Consultant Services

**Agency Name: Internal Revenue Service, U.S. Department of the Treasury**

Bid Value: \$171,389.77

Title: Main Treasury Preventative Maintenance and Repairs UPS Units

**Agency: California Department of General Services, Office of Human Resources(OHR)**

Bid Value: \$168,478.00

Title: Pre-Employment Medical Evaluation

**Agency: California Department of Veterans Affairs**

Bid Value: \$69,086.00

**Agency: Department of Navy, NSWCPD**

Bid value: \$59,790.00

Title: 100M Internet services at Plattsmouth, Nebraska

Title: Pre-Employment/Annual Physicals Service.

**Agency: Social Security Administration (SSA\_Denver)**

Bid Value: \$1,280,562.00

Title: Regional Medical Consultant

**Agency: Department of Army**

Bid Value: \$512,249.04

Title: CYS Bus Services at Fort McCoy, WI

**Agency: California Department of Veterans Affairs**

Bid Value: \$228,758.40

Title: Skilled Nursing Administrator

**Agency Name: DHCS-POCB-Clinical Section, California State**

Bid Value: \$120,000.00

Title: Licensed Psychiatrists

**Agency : NAVSUP FLC NORFOLK CONTRACTING NORFOLK OFFICE**

Bid Value: \$ 43,012.8

Title: Media monitoring Services

**Agency: Department of Defense (Pentagon)**

Bid Value: \$319,125.60

Title: Islamic Spiritual Guide

**Agency: U.S. Army Sergeants Major Academy, International Military Student Preparatory Course**

Bid Value: \$24,305.57

Title: English Instructor\_ American Psychological Ass (APA)

**Agency: U.S. Army Soldier Support Institute (USASSI)**

**Command History Office.**

Bid Value: \$140,970.00

Title: Archival Support Services

**Agency: Fairchild Air Force Base (AFB), Department of Defense (DoD) MHS**

Bid Value: \$85,069.80

Title: Revenue Cycle support services

**Agency Name: MICC - FORT CARSON**

Bid Value: \$62,416.89

Title: Professional office support