

**SBA Profile****[Privacy Statement](#)**

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***Identification, Location & Contacts***

This profile was last updated: 07/22/2022  
 Status: Active

User ID: P2118159  
 Name of Firm: OPTIMIZED TECHNICAL SOLUTIONS INC  
 Trade Name ("Doing Business As ..."):   
 UEI: VNM1B8QGND5  
 Address, line 1: 110 E HOUSTON ST  
 Address, line 2: FL 7  
 City: SAN ANTONIO  
 State: TX  
 Zip: 78205-2991  
 Phone Number: 205-317-0827  
 Fax Number:   
 E-mail Address: [travisgriffin@optechs-inc.com](mailto:travisgriffin@optechs-inc.com)  
 WWW Page: <http://optechs-inc.com>  
 E-Commerce Website: <http://www.optechs-inc.com>  
 Contact Person: TRAVIS GRIFFIN  
 County Code (3 digit): 029  
 Congressional District: 35  
 Metropolitan Statistical Area: 7240  
 CAGE Code: 7NJX4  
 Year Established: 2016  
 Accepts Government Credit Card?:  Yes  No  
 GSA Advantage Contract(s):

(Note: Size information is now under "NAICS Codes with Size Determinations by NAICS", below.)

***Organization, Ownership & Certifications***

Legal Structure: Corporation  
 Ownership and Self-Certifications: Black American, Self-Certified Small Disadvantaged Business, Women-Owned Small Business, Woman Owned

***Current Principals***

1. Granita Griffin, President
2. Travis Griffin, Vice-President

***"Business Development Servicing Office" (for certifications)***

**SBA Federal Certifications**

**8(a) Certification:**

SBA 8(a) Case Number: C007X8  
SBA 8(a) Entrance Date: 10/29/2018  
SBA 8(a) Exit Date: 10/28/2028

**HUBZone Certification:**

HUBZone Certified?:  Yes  No  
HUBZone Certification Date:

**8(a) Joint Venture Certification:**

8(a) JV Entrance Date:  
8(a) JV Exit Date:

**Women Owned - SBA Certified:**

WOSB Certified?:  Yes  No  
WOSB Certification Date: 11/04/2020  
WOSB Pending?:  Yes  No

**Economically Disadvantaged Women Owned - SBA Certified:**

EDWOSB Certified?:  Yes  No  
EDWOSB Certification Date: 11/04/2020  
EDWOSB Pending?:  Yes  No

**Other Certifications**

**Non-Federal-Government Certifications:**

MCSE  
Security +  
OCA  
VCP 5  
CCNA Security  
F5-CA  
CCNP R&S  
JNCIA-JUNOS

**Products & Services**

**Capabilities Narrative:**

For more than 20 years combined, the OTS executive team has been working side by side with government customers to design infrastructure, applications, and processes that are efficient, redundant, scalable, and cost-effective. Optimized Technical Solutions (8a, WOSB) has past performance providing Logistics, Application and Data Modernization with DoD (USAF). The Oracle E-Business Suite knowledge that OTS provides has expanded across numerous Financial and HR management ERP systems for USAF. We offer specialized expertise in the development and administration of the Microsoft 0365 Application Suite including Exchange Online, SharePoint, Power Automate (Flow), and Power BI Data Analytics. OTS helps our customers modernize their infrastructure and applications by leveraging cloud technologies (AWS, Azure, O365), including developing a viable cloud adoption strategy, establishing a meaningful business case that ensures value and future benefit realization.

**Special Equipment/Materials: !**

(none given)

**Business Type Percentages:**

Service (100 %)

**Bonding Levels**

Construction Bonding Level (per \$0 contract)  
 Construction Bonding Level \$0  
 (aggregate)  
 Service Bonding Level (per \$0 contract)  
 Service Bonding Level \$0  
 (aggregate)

**NAICS Codes with Size Determinations by NAICS:**

#	Primary?	Code	NAICS Code's Description	"Buy Green"? (1)	Small? (2)
1	Yes	541511	Custom Computer Programming Services		Yes
2		334210	Telephone Apparatus Manufacturing		Yes
3		511210	Software Publishers		Yes
4		518210	Data Processing, Hosting, and Related Services		Yes
5		541512	Computer Systems Design Services		Yes
6		541513	Computer Facilities Management Services		Yes
7		541519	Other Computer Related Services General \$27.50m Small Business Size Standard: [Yes] Special 150 Employees Information Technology Value Added Resellers: [Yes] (4)		Yes
8		541611	Administrative Management and General Management Consulting Services		Yes
9		541614	Process, Physical Distribution, and Logistics Consulting Services		Yes
10		541618	Other Management Consulting Services		Yes
11		541690	Other Scientific and Technical Consulting Services		Yes

(1) By entering Yes for "Buy Green", the firm asserts that it obeys EPA guidelines for environmental friendliness for this NAICS code. Note, EPA guidelines do not exist for every NAICS code.

(2) If Yes, the firm's revenues/number of employees do not exceed the NAICS code's small business size standard.

(4) As seen above, the size standard can depend on subcategories within a NAICS code.

#	Primary?	Code	NAICS Code's Description	"Buy Green"? (1)	Small? (2)
12		541990	All Other Professional, Scientific, and Technical Services		Yes
13		561110	Office Administrative Services		Yes
14		561311	Employment Placement Agencies		Yes
15		561320	Temporary Help Services		Yes
16		561499	All Other Business Support Services		Yes
17		611420	Computer Training		Yes
18		611430	Professional and Management Development Training		Yes
19		621112	Offices of Physicians, Mental Health Specialists		Yes
20		621399	Offices of All Other Miscellaneous Health Practitioners		Yes

(1) By entering Yes for "Buy Green", the firm asserts that it obeys EPA guidelines for environmental friendliness for this NAICS code. Note, EPA guidelines do not exist for every NAICS code.


(2) If Yes, the firm's revenues/number of employees do not exceed the NAICS code's small business size standard.

(4) As seen above, the size standard can depend on subcategories within a NAICS code.

### Keywords:

Cloud Orchestration and Automation, IT Support, Oracle ERP and EBS, OCI, SaaS, OBIEE, Project Management, Cloud Computing, Azure, F5 Network Engineering, System Administration, Automation, Amazon Web Services, Microsoft Azure, DevSecOps, Database Management, Database Administration, SME Support, Testing, Implementation, Configuration Management, O365, SharePoint, Microsoft, 8(a).

### Miscellaneous:

Quality Assurance Standards: (none given)   
 Electronic Data Interchange [ ] Yes [ ] No  
 capable?:

### Export Profile (Trade Mission Online)

Exporter?: [X] Yes [ ] No [ ] Wants To Be  
 Export Business Activities: Service(s), Consultant  
 Exporting to: Belize; Costa Rica; Ireland; Germany  
 Desired Export Business: Direct export sales, Joint venture/coventure  
 Relationships:  
 Description of Export: Services and Consulting  
 Objective(s):

### Performance History (References)

Name:	U.S. Air Force Human Resources Systems Technical Support (HRSTS)
Contract:	FA877112D1004
Start:	10/01/2018
End:	07/31/2019
Value:	504,400.00
Contact:	Dave Ramos

Phone: 210-341-1980

Name: U.S. Air Force Human  
Resources Systems Technical  
Support (HRSTS)  
Contract: FA877112D1004  
Start: 08/01/2019  
End: 07/31/2020  
Value: 1,162,196.00  
Contact: Dave Ramos  
Phone: 210-341-1980

Name: U.S. Air Force Human  
Resource Systems Technical  
Support (HRSTS)  
Contract: FA877112D1004  
Start: 08/01/2020  
End: 07/31/2021  
Value: 1,336,680  
Contact: Dave Ramos  
Phone: 210-341-1980

Name: U.S. Air Force Human  
Resource Systems Technical  
Support (HRSTS)  
Contract: FA877112D1004  
Start: 08/01/2021  
End: 05/31/2022  
Value: 1,047,927.15  
Contact: Dave Ramos  
Phone: 210-341-1980

Name: U.S. Air Force Human  
Resource Systems Technical  
Support (HRSTS)  
Contract: FA877112D1004  
Start: 06/01/2022  
End: 07/31/2023  
Value: 1,472,741.38  
Contact: Dave Ramos  
Phone: 210-341-1980

Name: State of Alabama, Department  
of Finance, Information  
Services Division (ISD)  
Contract: T013  
Start: 07/05/2016  
End: 04/04/2018  
Value: 334,200.00  
Contact: Chip Schuneman  
Phone: 334-356-6805

Name: Remote Manifesting Resolution Center (RMRC)  
Contract: FA4452-21-C-0014  
Start: 02/15/2021  
End: 09/30/2021  
Value: 761,384  
Contact: David Shea  
Phone:

Name: Remote Manifesting Resolution Center (RMRC)  
Contract: FA4452-21-C-0014  
Start: 10/01/2021  
End: 09/30/2022  
Value: 1,494,764.80  
Contact: Chris Pratt  
Phone:

Name: U.S. Air Force Air University  
Microsoft/Office 365 Support Services  
Contract: SEWP V - NNG15SD87B  
Start: 09/01/2020  
End: 08/31/2021  
Value: 518,400.00  
Contact: Matt Determan  
Phone: 605-242-1275

Name: U.S. Air Force HI Cloud Acceleration and Transformation Support (HICATS) Service  
Contract: FA8771-21-D-G001  
Start: 08/01/2021  
End: 06/18/2023  
Value: 707,849.88  
Contact: Jan Hunter  
Phone: 618-256-9984

Name: U.S. Air Force Hazardous Communication/Electronic Site Safety (HAZCOM) Support  
Contract: FA82011F0008  
Start: 06/01/2021  
End: 06/30/2022  
Value: 136,110.08  
Contact: Greg Olivares  
Phone: 210-341-1980