



MasterPeace Solutions, Ltd.

www.MasterPeaceLtd.com

“Advancing the Art of Software and Systems Engineering”

Quarterly
#6 - 3.31.2010

MasterPeace at a Glance Spring Update

Exiting startup and entering high growth phase

This is the first newsletter in 2010. MasterPeace has made accomplishments and changes on many fronts. “MasterPeace at a Glance” provides just a glimpse of company growth and forward motion.

MasterPeace is now moving at lightning speed and we are picking up substantive momentum.

We won our first contract in June 2009 (only nine months ago) and we now have 7 contracts on 8 programs and are approaching \$2 million in annualized revenue.

This is emblematic of the maturing infrastructure of the company, which we hope will enable us to grow very rapidly while enhancing the career environment and opportunity for our team members. We strive to maintain a tight-knit company feel with the clout and capability of a larger company.

Growth in technical capability, reputation, satisfied customers and enthusiastic team members is of greater importance to us than revenue growth.

Plans for this Year

- Grow from 7 contracts/8 programs at NSA to 17 contracts/20 programs at NSA.
- Grow to 35 engineers - 45 engineers is target.
- Grow into 2 more Intel agencies with 5 contracts.

Areas of GROWTH and PROGRESS:

Team Members:

- Total number of employees is 15.
- 6 top notch engineers
- 2 more are likely to join in April
- 20 contingency offers accepted by top engineers
- 6 corporate staff
- 3 part-time staff

In the next 3 months, we expect to add:

- 1 new corporate staff member (a Senior Recruiter)
- 6 new technologists on contract (2 per month)

Candidates:

The first employee referrals were submitted for consideration. It appears our team members feel good about the MasterPeace referral program. We welcome both employee referrals and candidate leads.

We have 20 engineers on contingent hire and we are marketing them aggressively.

Contracts:

- MasterPeace is currently teaming on 8 contracts.
- Two Team Agreements are in place with 6 more in active discussion.
- Marketing has been broad and the MasterPeace name is being recognized.
- We are aggressively locating new business and contract opportunities for all team members and potential team members.
- Now that our business base in Maryland is more established and growing, we have begun to seek out Northern Virginia opportunities for contracts.
- We are continuing to track over 420 decision makers and 130 programs in the Intel community. We are adding to this on a weekly basis.

Vendors:

GemStone Systems co-hosted a technical forum based around MasterPeace real-time capabilities. See more on page two.

We have 8 other interested vendors who we can further engage as our lab becomes functional (Netezza, SAP/Business Objects, SAS, EnDECA, EMC, VMWare, StreamBase, TruViso, IBM).

Partner Companies:

Hire Performance

Infrastructure:

Our new office has 11 offices with two conference rooms, the largest of which is fitted with large screen projection capabilities, while progress is being made on “The Lab.”



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Jim has been working with Elizabeth, Steve, and Leon on the lab space in the new offices. In addition to the lab, the small conference room is going to be furnished with surrounding whiteboards for working and brainstorming sessions.

Taleo

Taleo is a web-based Human Resources package which enables MasterPeace to work collaboratively on both the Recruiting and Performance sides of the house. Taleo Recruit and Perform are being actively used to help us track both activity areas. It will allow us to manage and execute all of our People Support Programs.

Recognition and Thanks

By: Cheryl

Part of being a team player involves the commitment to go beyond the normal expectations of company. Many people make that extra effort on behalf of MasterPeace.

At this time, we would like to thank two members of the team for their dedication and willingness to go beyond the routine jobs requirements. *Elizabeth* and *Judy* worked very hard to insure the successful transition into the new office space. It's hard to imagine what it takes to design, coordinate, and implement a new office space and the subsequent move.

Elizabeth did an exemplary job in working with the contractors and subs to get the internal structure complete and all the technology, equipment, and furniture in place. She not only got it done but on time!

Judy's organizational support is without equal. Her skill at keeping everyone's time organized and keeping us all moving forward is to be commended.

We are lucky to have them as team members. Thank you both very much for everything that you do for all the team members at MasterPeace!

First Technical Forum

By: Steve

In March, MasterPeace conducted the first technology forum (co-sponsored with Gemstone) which focused on Data Center Optimization, specifically as it relates to:

- Real-Time Data Analytics,
- Real-Time Business Intelligence, and
- Complex Event Processing.

These stated MasterPeace capabilities and areas in which the RT Thought Leadership Group is developing solutions is in collaboration with GemStone.

Over 50 Intelligence Community executives posted to this forum and 15 or so others attended. MasterPeace Board Member, Gen. Rod Isler, was the moderator.

The repose to this forum was positive. MasterPeace has received follow-up requests from this forum for further discussions related to the topic. MasterPeace looks forward to assisting many clients in this domain

This forum augments an already robust marketing and public relations effort and is further establishing the company as a technology leader rather than being “just another small company.”

The GemStone executive team thanked us for making the event a success. They appreciate and realize that MasterPeace was integral in cultivating attendance with the right audience. The MasterPeace and GemStone business partnership has a bright future.

We have already met with key government executives and prime integrators to further discuss the solutions we are developing and the capabilities of our vendor partners.

This is simply another link in the chain being built with MasterPeace team members and thought you should be aware of the success of the first technical forum.



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New Office Space

By: Judy



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MasterPeace moved to a NEW location on March 1st! We are now located off Route 100 near Route 29 in Columbia, about 7 to 10 minutes closer to Ft. Meade from our previous location.

We are very excited to be in a beautiful and larger office. Many may recognize the building as home to one of their premier tenants, American Radiology.

There are many features we're excited about, some of which we're in the process of adding:

- A large flat screen TV in the front office
- Two conference rooms, which we have needed for a long time, one which contains overhead projection capabilities
- A computer laboratory to engage our engineers, create IP and create capability discriminators
- More private offices for our growing staff

An Open House for MasterPeace friends, colleagues, customers, and team members is in the planning stages for later this spring.

First “Thought Leadership Group”

As many team members and others have often heard, MasterPeace is developing groups of individuals that are interested in exploring advanced technical areas. Thought Leadership Groups will explore technical topics that could help expand the company's knowledge base and offerings to our customers.

The first TLG is based around Real-Time Engineering.

The purpose of Thought Leadership is to develop additional capabilities related to Real-Time Processing in: Mission Analytics, Cyber Analytics, Business Analytics, and investigating new methodologies, tools, and solutions of potential interest to MasterPeace customers.

While there will be several roles for the TLGs, the main roles will be to:

- Applied Research and find “best of breed” vendors and products suitable for MasterPeace
- Test the products and establish benchmarks
- Develop solutions
- Provide training in the technical area
- Provide technical support to related MasterPeace business development efforts

At this time, MasterPeace's Thought Leadership Group for Real-time Analytics is collaborating with GemStone Solutions and generating the first classified white paper to come out of our TLGs.

Congratulations to the members of MasterPeace and GemStone on this effort!

First “All Team Meeting”

On April 13, MasterPeace will hold the first “All Team” meeting in the new offices. Our team will be coming for a firsthand look at the new space. We are really pleased with the location design and consideration that went into the planning and environment. We look forward to inviting others to the official opening later this Spring.



We always welcome and encourage your thoughts and articles for this newsletter. Please feel free to make recommendations and submit articles.