

MKS Innovations, Inc.

Expert innovation powers superior outcomes

- Headquartered at Chesapeake Innovation Center
- Focused on leveraging existing technologies to provide low-risk, value-added solutions for government and commercial customers
- Specializing in strategic teaming with technology leaders to deliver advanced solutions and innovative services
- Service-Disabled, Veteran-Owned Small Business

The company

MKS Innovations is headquartered at the Chesapeake Innovation Center, 175 Admiral Cochrane Drive, Suite 300, Annapolis, MD 21403. We are a Service-Disabled, Veteran-Owned Small Business (SDVOSB).

Our approach

Instead of identifying a problem and then seeking solutions, we turn the process around. We break successful products and processes into separate functional components. Then we recombine vital parts to solve important problems confronted by our government and commercial customers.

Customer benefit

MKS products enable customers to rapidly adapt to change, resulting in:

- Reduced cost
- Increased revenue, sales, and profitability
- Improved and enhanced mission performance
- Reduced risk to continuity of operations, mission performance, and intellectual property

Mission

We deliver value-added, technology solutions that leverage existing products. Our capabilities support the Intelligence, National Security, Defense, Homeland Security, Financial, Health Care, and Legal communities. We establish strategic relationships with businesses to deliver advanced technologies and innovative services.

Strategic goals and objectives

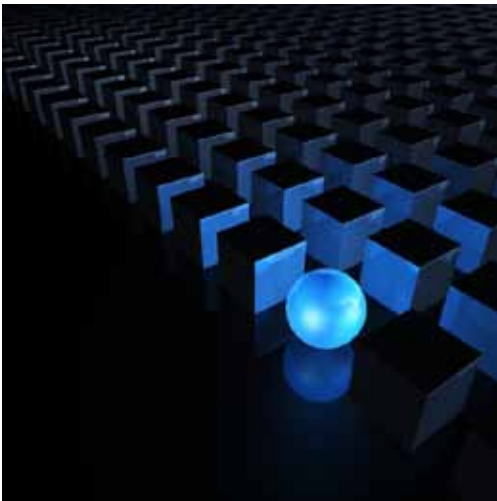
We have defined a strategy to promote rapid growth:

- Develop and bring to market differentiated technology products that address strategic and tactical requirements
- Create product lines with scalable application across industries and markets
- Establish strategic relationships with vendor and delivery partners integral to MKS products and related services



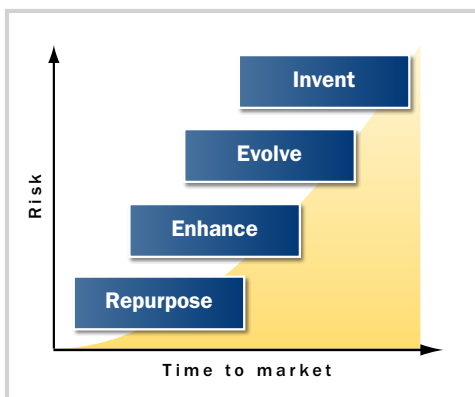
Management

Our team of professionals at the board and executive management levels has proven experience and skills in product development and manufacturing; finance, compensation, and mergers/acquisitions; law and intellectual property protection; business relationship and contract strategy; product and engineering management; and security domain and market expertise. Our executive management team includes Charles Feldman, Chief Operating Officer, Lari Anderson, Chief Strategy Officer, and Rusty Miller, Chief Technology Officer.



Innovation

We minimize risk wherever possible, and balance this with the ability to provide time-critical, cost-effective solutions to our customers. We call our methodology “stepwise innovation.”



- **Repurpose:** Reuse of commercial off-the-shelf (COTS) products, enabling the customer to more quickly adapt to changing needs and market dynamics.
- **Enhance:** Developing software that integrates COTS products more efficiently into the customer’s enterprise architecture and business processes.
- **Evolve:** Carefully leveraging existing R&D programs to repurpose or enhance research that never achieved commercialization.
- **Invent:** Developing new solutions based upon MKS’s creativity, experience, and expertise – this is innovative and creative problem-solving.



Partners

As a company whose focus is minimizing risk and maximizing growth, we are aware of the advantages of partnering with companies that can provide us with customer and market access as well as supporting business functions. In selecting partners, we routinely consider whether the potential partner:

- Facilitates market access
- Has an existing product or service portfolio that integrates easily into our solution set
- Has a successful track record of working with small business
- Has product management and business function resources critical to development of our solution set
- Possesses domain expertise that can expand the relevance of our solution or product
- Shares our focus on creativity and innovation.

Solutions

Our solutions provide a low-risk, value-added approach for a broad spectrum of customers. Two of our current solutions, based on custom integration of commercial, off-the-shelf software, are highlighted below.

- **RemoteConnect™** is an end-to-end remote access solution that offers centralized resource and access management combining the following key functional components: secure access/identity management; cryptographically-enforced, role-based access; and secure resource delivery.
- **TeleExploitation™** is a unique customization of the standard RemoteConnect solution that leverages its security portal and wide-area network optimization. This proprietary tailoring provides a secure and highly-efficient solution that allows computer forensic analysts to exploit computer media over great distances.



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