

**Viridis Point, LLC**  
90 Ohi:yo' Way  
Salamanca, NY 14779

**SAM.gov Profile:** [Viridis Point](#)

**UEI:** UVF5HVVY8WXJ9  
**CAGE Code:** 13HR2

**NAICS Codes: 541330 –  
Engineering Services  
(Primary)**

334118, 493110, 513210,  
517810, 518210, 519290,  
541219, 541511, 541512,  
541513, 541519, 541611,  
541614, 541618, 541620,  
541690, 541810, 541820,  
541910, 541990, 561110,  
561210, 561499, 611420,  
611430, 611710, etc.



*SBA certified  
tribally owned,  
Native American  
8(a)*

*Certified Small Disadvantaged  
Business (SDB)*

*HUBZone Certified*

**JV BD Points of Contact:**

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## A Collaboration Between Deloitte and Seneca Nation

**Viridis Point, LLC** is a Small Business Administration (SBA)-approved Mentor-Protégé Joint Venture (JV) between **Deloitte Consulting, LLP** (*mentor*) and **Great Waters Federal, LLC**, a Seneca Nation Group company, (*protégé*), delivering customer-centric information technology and mission services solutions with the benefits of contracting with an SBA-certified HUBZone, tribal 8(a) company.



The Seneca Nation Group (SNG) is the federal government contracting business of Seneca Holdings, which is wholly owned by the Seneca Nation. SNG generates over \$500 million in annual revenue by delivering high-quality results and providing diverse products and services to our U.S. Department of Defense and Federal Civilian customers located domestically and internationally.

## Highlights of the Joint Venture

- Viridis Point bears the **socio-economic certifications** of the protégé, which include: HUBZone, tribal 8(a) Small Disadvantaged Business
- JV can reference the **past performance** and experience of **both** Deloitte and Great Waters Federal
- **Unpopulated** JV where the workshare is subcontracted to the JV partners
- As the protégé, Great Waters Federal is the JV Managing Member
- **JV Responsible Manager:** Janet McCoy, President, Great Waters
- **Deloitte Management Appointee:** Erica McDowell, Managing Director

## Tribal 8(a) Contracting Advantage

- **High Dollar Limit on Sole Source Awards**
  - DoD contracts up to \$100 million without J&A [DFARS 219.808]
  - Federal Civilian contracts up to \$25 million without J&A [FAR 6.302-5(b)(4)]
  - Unlimited dollar value with J&A [13 CFR 124.506(b)]
- **Direct Negotiated Contract**
  - A Government agency may contract and negotiate directly with an 8(a) Tribal entity [13 CFR 124.506(b)]
- **SDB and Native Credits**
  - Federal agencies contracting to an 8(a) Tribal entity may claim Small Disadvantaged Business (SDB) and Native American credits [13 CFR 124.1001; 13 CFR 124.109]

## Our Federal Capabilities



### Financial Management

- Audit Readiness & Remediation
- Business Case Analysis
- Cost Estimating & Analysis
- Data Analytics
- Earned Value Management
- Enterprise Resource Planning
- Financial Analysis & Documentation



### Information Technology

- Application, Database & Web Dev
- DevSecOps
- Cybersecurity & Information Assurance
- Network Infrastructure & Administration
- System Engineering
- Desktop Support
- Cloud Computing
- IT Service & Asset Management



### Health Services

- Healthcare Administration
- Organizational Change Management
- Clinical Staffing
- Electronic Health Records Management
- Health IT & Informatics
- HIV/AIDS Prevention Program Management



### Mission Support

- Administrative Support
- Program Management Operations
- Event Planning
- Policy & Governance
- FOIA & Records Management
- Occupational Health & Safety
- Strategic Communications
- Training & Education

## Our Mission

Improve the economy of the Seneca Nation by providing products and services that support the critical missions of our federal government customers. ***We never forget that our mission is to serve and support the Seneca Nation.***

The Seneca Nation is a sovereign Nation located on their aboriginal lands in Western New York. Currently, the Seneca Nation community has over 8,800 enrolled members and holds title to five territories. Once a member of the Hodinöhsö:ni´ (Haudenosaunee) Confederacy, as the westmost of the Six Nations, the Seneca Nation earned the responsibility as “Keeper of the Western Door,” ensuring the peace and tranquility along the western boundaries of their lands.

## Our Leading Principle

We strive to honor the Seventh Generation Principle of the Seneca Nation in all that we do as a company and as individuals.

The **Seventh Generation Principle** comes from the Great Law of the Hodinöhsö:ni´ (Haudenosaunee) and is based on the Seneca’s philosophy that dictates that all decisions should be made with purpose to ensure a positive impact on the future seven generations. The principle guides every decision we make and action we take, including building positive partnerships that bring long-lasting value to our customers.