

SIDUS

Capabilities & Statement of Qualifications



www.sidus-solutions.com

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About SIDUS

SIDUS Solutions, LLC is a San Diego-based, service-disabled veteran-owned small business (SDVOSB) founded in 2000. Specializing in robust security and video surveillance systems, SIDUS serves research, heavy industry, commercial, military, and energy markets worldwide. The company provides in-house manufacturing alongside innovative third-party integration and engineering services for enhanced safety, security, and productivity. Fully owned by Leonard Pool, SIDUS was classified as an essential business by the Department of Defense during the COVID-19 pandemic.

Products and Services

The Company operates in two primary business segments. Since its inception, SIDUS has grown from designing primarily subsea gimbal pan and tilts and rotators to providing an extensive product line of underwater positioners, and low latency, ultra-high definition & IP subsea cameras, penetrating subsea bright lights, projection lasers, and subsea inspection systems, as well as an array of engineering services. While the SIDUS-designed and -manufactured product line focuses on subsea applications, the Company's highly skilled engineering team provides topside design, systems integration configuration, and installation for industrial and hazardous areas as a government subcontractor.

Subsea, Defense and Energy Industries

SIDUS products are sold world-wide through powerful channel partnerships, independent sales representatives, and channel resellers. The Company's primary subsea products are comprised of video image capture, transmission, storage, and retrieval systems. These products allow for observation and evaluation of the customers' assets and the safety of their personnel. The urgency and requirement for target customers to acquire high quality, intelligible images and to integrate these images within their operations is the basis for the company's business and success.

Core Competencies

SIDUS's solutions are fully capable of operating in any industry requiring remote surveillance systems, particularly in underwater, subsea, and hazardous areas. SIDUS is proud to offer its customers flexibility and an elevated level of commitment to help them achieve their desired level of success. The Company's offerings are not limited to technology solutions, SIDUS' customers also have the opportunity to take advantage of complete start to finish solutions including:

- Project Management
- System Integration
- Installation Support
- Commissioning Service
- Customer Manufacturing
- Project Engineering
- Research & Development
- Superior Customer Support

Subcontracting and Consulting

As a government contractor, SIDUS is a reliable sole source provider on several Navy subcontracts, as well as a regular bidder to government contract opportunities that match the company's experience and expertise in providing end-to-end systems for its government customers. SIDUS is well positioned as a topside CCTV expert and SDVOSB, which get priority award consideration under the DoD small business set aside programs. Over the past five years, government contracting sales has increased as a percentage of total revenue from 42% in 2016 to 85% in 2020. In addition, due to the long-term nature of government contracting, most of SIDUS's backlog is comprised of sales orders in this business segment. Much of SIDUS's success in this business segment can be attributed to the Company's world-class engineering staff, which provides seamless integration, design, installation, documentation, and commissioning for all systems.

The Markets

Subsea Products & Services

All market indicators predict sturdy growth related to pent-up demand in the subsea oil and gas industry. Prior to the coronavirus pandemic, industry analysts were predicting significant growth in demand for both the oil and gas industries over the next 5 years. These projections are supported by (a) sustained growth in gas and oil industry purchasing and (b) significant pent-up demand related to budgetary constraints caused by the 2010 recession and recently, by supply chain issues and geopolitical uncertainty in Eastern Europe and the Middle East.

In April 2020 global oil demand declined by 25%. While the third quarter of 2020 recovered faster than anticipated. In May 2020, SIDUS added an experienced salesperson who is based in the Gulf of Mexico region to better support its subsea clients.

The global demand for crude oil (including biofuels) in 2022 amounted to 99.57 million barrels per day (mb/d) and projected to increase to 101.89 mb/d in 2023. Global oil markets are cautiously recalibrating after three turbulent years, upended first by the Covid-19 pandemic and then by Russia's invasion of Ukraine. Based on current government policies and market trends, global oil demand will rise by 6% between 2022 and 2028 to reach 105.7 mb/d – supported by robust demand from the petrochemical and aviation sectors.

Worldwide, there is increased pressure focused on oil & gas exploration and production safety. This is in addition to production pressure from traditional energy supplies such as nuclear, hydroelectric, and growing business in offshore wind energy resources.

While the world seeks alternative energy sources, a large disruptive shift to demand is certainly coming. The SIDUS product line and engineering expertise is well positioned to capitalize on each rapidly growing industry and their requirements. SIDUS products are adaptable and reliable across industries. Our deep understanding of diverse environments, installation challenges, and application-specific video equipment ensures a seamless fit.

Government Subcontracting

SIDUS has demonstrated its expertise in designing state-of-the-art surveillance and security systems for US Navy and Coast Guard ships. The Company has earned sole-source status on two U.S. Navy multiple vessels, ship-build contracts, primarily because of its expertise and its long-standing performance record as a General Dynamics - National Steel & Shipbuilding ("NASSCO") subcontractor. Recently, the Company delivered multiple; integrated video, security, and power conversion systems for ten Navy ships (seven ships under the Navy Expeditionary Mobile Base program and three under the Fleet Replenishment Oilers program) and expects to continue deliveries for at least another 18 ships to be constructed under these two programs. SIDUS is actively building strong relationships with several other government prime contractors and anticipates steady revenue growth in this business segment.

Further, the Company believes it will continue to benefit with government small business set-aside programs as an SDVOSB that is following newly promulgated cybersecurity rules. During the coronavirus quarantine period SIDUS continued operations as an essential defense subcontractor.

Strategic Partners

To satisfy its customers' broader system needs, SIDUS has formed the following strategic partnerships:

- Pelco - CCTV
- Hanwha/Samsung – CCTV
- Orlaco – CCTV
- Eaton/Hernis Scan Systems - CCTV
- Hobart Power Systems – Aviation Frequency Convertors
- Seacon Brantner - Connectors
- LCD Concepts – Industrial / Marine Monitors

Client List

3D at Depth	Fluor Daniels	Pacific Drilling
ADMA Opco	Foster Wheeler	Parsons Engineering
Alaska Highway System	General Dynamics	Polar Tankers
Amerada Hess	Global Marine Drilling	QinetiQ North America
Army Corps of Engineers	Halter Marine Shipyard	Qatar Petrochemical
Atwood Oceanics	Houston Offshore	Samsung Heavy Indust.
Avondale Shipyard	Hyundai Heavy Indust.	Seadrill Ltd.
Bechtel Engineering	IKM Subsea	Seatronics
British Petroleum	Jacobs Engineering	Shell Oil & Refining
BHP Billiton LTD	J. R. McDermott	Subsea 7
Black & Veatch	Kellogg Brown & Root	Teekay Shipping
CalDive	LD TravOcean	Transocean Drilling
Chevron Texaco Oil	Louis Dreyfus Armateurs	Naval Coastal Systems
Conoco Phillips Oil	Mustang Engineering	Woods Hole Research
Daewoo Shipbuilding	General Dynamics Nassco	Wood Group
Diamond Offshore	NASA	Univ de Concepción
Deep Ocean Engineering	National Oilwell Varco	Univ of Jerusalem
Deepocean Subsea	NOAA	Univ of South Hampton
ECA Hytec	Noble Drilling	Univ of Victoria
Ensco Drilling	Oceaneering	
Exxon Mobil Oil	Ocean Modules	

Proprietary Technology / Intellectual Property

SIDUS has patent protected intellectual property, as well as extensive in-house and proprietary designs, processes, and technology. Although not all of SIDUS's expertise is patent protected, it remains exclusive to the Company's business. SIDUS maintain its competitive advantage in the industry through the Company's proven, consistent expertise in meeting and often exceeding the technical environmental requirements of SIDUS customers. Through the Company's strict adherence to our business processes, engineering, and product designs SIDUS maintains stringent control of its production which provides unparalleled reliability, consistency, and precision

Business Codes and Certifications



A Certified Service-Disabled Veteran Owned Small Business - Verification # 222120

DVBE#: 2031538

Cage Code: 3PSZ0

DUNS#: 28168651

NAICS codes

334220 - Radio & TV Broadcasting Equipment

334310 - Audio & Video Equipment Manufacturing

334511 - Search, Detection, Navigation, Guidance, Aeronautical, and Nautical System and Instrument Manufacturing

423410 - Photographic Equipment and Supplies Merchant Wholesalers

517311- Operating and/or providing access to transmission facilities and infrastructure

541330 - Engineering Services

541690 - Scientific & Technical Consulting

541715 - Research and Development in the Physical, Engineering, and Life Sciences

561621 - Selling security alarm systems, such as burglar and fire alarms, along with installation, repair, or monitoring services or Remote monitoring of electronic security alarm systems.

811219 - Other Electronic & Precision Equipment Repair.

NIGP codes

120-89-00

680-87-00

840-69-20

840-84-29/32

939-00-00

939-84-00

939-84-62

SIC codes

3663

5043

8748

Federal Supply Classification & Product Service Codes

5820

5836

5845

6710

The Management Team

SIDUS fosters a positive and empowering work environment, where every team member contributes to delivering exceptional customer value and making a positive impact on all stakeholders. Key management team members area as follows:

Leonard Pool - Founder and CEO

Mr. Pool started operating SIDUS in 2000. Leonard's extensive technical and operational experience in many fields relating to oil & gas, petrochemical, and marine technology, together with his passion for the industry has formed the centerpiece of what SIDUS is all about. Mr. Pool has been devoted to studying the functions of electronics in oceanographic and subsea applications. His experience includes specialized training in the U.S. Navy for submarine acoustics and sonar applications, subsea solutions for deepwater drilling applications, acoustic positioning, dynamic positioning, and navigation.

Matthew Lacy – Chief Financial Officer

Mr. Lacy came to Sidus Solutions in 2023 and has been instrumental in updating accounting processes. His areas of expertise include all aspects of accounting, financial trend analysis, tax and audit preparation, budgets, internal controls, and a plethora of additional skills. Matthew graduated with honors from CSU Sacramento's school of business, with a BS in Strategic Management.

Michael Kubelka – Program Manager

Mr. Kubelka joined Sidus in 2022, leveraging over a decade of Network and Systems Integration knowledge, Michael has proven an asset to the Sidus Management and Service Teams. As a former small business owner, Michael has always focused on quality products with exceptional customer service.

Adrian Albarran – Chief Engineering Technology Officer

Mr. Albarran started his engineering career as a manufacturing engineering intern. After graduating from San Diego State with a BS in Mechanical Engineering, Adrian moved on to become a Mechanical Design Engineer for both military training equipment and commercial card readers, bringing several designs from cradle to grave. Adrian then joined SIDUS in 2023 where he continues to display his leadership acumen.

Larry Hagstrom – Business Area Sales Manager

Mr. Hagstrom has been a key member of the SIDUS team for over five years. Larry brings 20+ years of small business experience to his service of SIDUS clients. Having worked in a broad range of entrepreneurial endeavors, Mr. Hagstrom provides a wide scope of experience to the SIDUS clientele.

Tyler Liebowitz – Business Area Sales Manager

Mr. Liebowitz joined the Sidus Sales Team in 2023. Tyler is accomplished Sales Manager offering 20+ years of experience developing and maximizing direct and indirect sales. Diligent in building and retaining accounts by providing support and attentive service.

Debbie Myers – Production Control Manager

Mrs. Myers, a SIDUS employee since 2011, has more than 25 years in business operation, documentation and production of subsea video and positioning systems.