Our Mission – Enable government decision-makers to make the best decisions for our country’s future through quality products delivered by skilled professionals.
DELTA Values into Action

DELTA Resources has earned a reputation as one of the most respected companies in the government services industry for one major reason—we put our values into action every day, with every client, and with every contract. Since our founding in 2000, we have grown into a large company based on performance. Simply stated, we achieve results for our clients. We reflect the vigor and entrepreneurial spirit of a young start-up in actively seeking innovative solutions for our clients. Our flexible management structure, team of experienced professionals, and hands-on approach are the keys to our success in providing results-oriented service.

This year’s report features projects that demonstrate how DELTA puts values into action to help America’s government leaders make the best decisions for our country’s future.

Very Respectfully,

MARIA PROESTOU

PRESIDENT'S MESSAGE, COMPANY MISSION & PROFILE

DELTA Resources, Inc.

DELTA enables government decision-makers to make the best decisions for our country’s future through quality products delivered by skilled professionals. To ensure the highest caliber of service, DELTA accomplishes its mission through a partnership with its employees and customers.

- Offices in Washington, D.C.; Alexandria, VA; and Millersville, MD
- Staff around the Country:
  - Chula Vista and San Diego, CA
  - Pensacola and Ponte Vedra, FL
  - Crane, IN
  - Ellicott City, Frederick, Ft. Meade, and Indian Head, MD
  - Ann Arbor, MI
  - Chapel Hill and Knotts Island, NC
  - Syracuse, NY
  - Chambersburg and McConnellsburg, PA
  - Charleston, SC
  - Fairfax, Fredericksburg, King George, Leesburg, Manassas, McLean, Newport News, Norfolk, Portsmouth, Richmond, Stafford, and Virginia Beach, VA
  - Shorewood and Wausau, WI

- 300+ employees
- $50+ million in 2016 sales

COMPANY MISSION & PROFILE

DELTA PROVIDES EXPERTISE ACROSS SEVEN PROGRAMS:

- Government Acquisitions
- Requirements, Analytics, & Technology
- Naval Engineering Management
- Warfare Systems
- Joint Program Management
- Ships
- Navy/Marine Operations

SERVICES AND CUSTOMERS

Customer Base

2016 FINANCIAL HIGHLIGHTS

In 2016, DELTA celebrated achieving $50M in revenue, a 7.7% increase over 2015. More than 50% of 2016 revenue was from prime contracts. While 2016 net income was $2.9M, the resulting profit margin is consistent with expectations given DELTA’s investment in capacity growth and current market conditions. DELTA’s revenue projection for 2017 is ~$54M, a 7% increase from the prior year. On line to meet DELTA 2020 growth objectives to reach 80% revenue from prime contracts, DELTA is submitting proposals for several key business development targets in 2017. DELTA is hopeful the anticipated awards from these proposals will fuel DELTA’s growth for the next five years. DELTA’s current growth target for 2018 through 2020 is 15%. This revised outlook is still very bullish, but more accurately reflects DELTA’s prospective revenue realism. Business development targets are in place to achieve $82M in revenue by 2020. DELTA continues to diversify our customer base with employees supporting NAVSEA, Navy Program Executive Offices, and DISA representing 73% of our current work force. The remaining 27% of the work force is supporting the United States Army, Other DoD, USMC, Other Navy and the Department of Energy.

AUDITED FINANCIAL STATEMENTS

DELTA has hired Aronson, LLC to conduct the review of DELTA’s financials. Aronson, LLC completed an independent review of DELTA’s 2016 financials. The 2016 financials are now available for all shareholders.

REVENUE AND STAFF GROWTH

DELTA REVENUE SOURCES

PROJECTED 2017 REVENUE METRICS
DELTA is recognized in the industry for its intense customer focus. The DELTA team treats every project as its top priority. DELTA’s culture encourages out-of-the-box thinking and puts a premium on creative and innovative approaches to unique and complex situations. That means that DELTA staff can anticipate and resolve challenges before they become problems, making it possible for DELTA to meet and often exceed the customer’s initial goals.

DELTA supplies subject matter experts in several areas, including the senior member of the team working on issues relating to ships operating in Arctic waters.

The American Society of Naval Engineers (ASNE) hosted an Arctic Day conference intent on bringing together ideas and evaluated technologies to ascertain the Arctic issue. DELTA, in support of its NAVSEA S&T customer, was instrumental in the planning, development, and implementation of this conference. Because of its industry and international connections, DELTA was asked to chair the event, which included helping formulate the agenda, confirming the speakers, and overseeing general logistics. The same spirit that drives DELTA to branch out and tackle new areas and support new ideas led the S&T team to put together an engaging agenda and promote the event to top-notch speakers and technical presenters. The conference was so well-received that DELTA was asked to coordinate the second Arctic Day conference, and DELTA’s role in other Arctic projects has been expanded as well.

DELTA’s customer observed: “We rely on events such as this to bring stakeholders together to address issues of paramount importance to the maritime services. The dialogue and relationship building will help advance national policy. Thank you for making this a reality. The Navy, the Coast Guard and the nation are in a better place because of your hard work.”

**MRAP VEHICLES: LIFE-SAVING TECHNOLOGIES**

The DoD was charged with acquiring MRAP vehicles and getting them to our troops as soon as possible. This demanded a rigorous, expedited test program to ensure the sustained survivability and reliability of the vehicles as well as the safety of the people inside them.

Even after the acquisition, testing, and upgrades of MRAP vehicles reverted to individual Services in late 2012, DELTA T&E Engineers have been under contract to coordinate testing of Army MRAP vehicles. New technologies incorporated include industry standards based routing, switching, and processing components to support point to multi-point network topologies. The most recent series of tests to support fielding of newly upgraded MRAPs were conducted at Army Aberdeen Proving Grounds (APG) in early 2017.

In the area of Operational Testing, the competency of the DELTA T&E team was unmatched with more than 14 IOT&Es, Limited User Tests (LUTs), Operational Assessments (OAs), and Limited User Evaluations (LUEs) of 2-5 weeks duration over a five-year timeframe. The DELTA T&E team was at the forefront of all test planning and worked with key service test agencies such as Marine Corps Operational Test Activity (MCOTEA), Army Evaluation Center (AEC), Army’s Operational Test Command (OTC), and the Special Operations Command (SOCOM). Combined with the Department of Defense’s test and evaluation best practices, the DELTA Test Team implemented an agile, flexible, and responsive T&E model to integrate disparate stakeholders and quickly verify system improvements and upgrades to respond to the unique acquisition circumstances of the Joint MRAP Vehicle Program (JMVP).
DELTA's commitment to results-oriented service is well-documented. There's a straightforward explanation for the company's success across a diverse range of complex projects: DELTA consistently and seamlessly aligns staffing with client needs. By ensuring that the right people are in place at the right time, DELTA can respond to expressed contract requirements as well as anticipate needs that may arise. This competence is critical during times of crisis, rapid transition, strict accountability, and new mandates. DELTA understands the importance of smooth contract execution while reaching important milestones.

DELTA was awarded its PEO Ships contract at a very difficult time for the customer—just days before the 2013 shooting at the Washington Navy Yard. The company had to execute a transition start for a new contract with a “Don’t Give up the Ship” flag, stating: “Your team’s professionalism was nothing short of amazing and is a direct reflection of your leadership. We would not have been successful without your dedication and unwavering support.”

As the Navy plans for the replacement of aging surface ships, new combat systems are required to meet new warfighting needs. One such need is for a multi-mission, small and large scale surface combat system that requires reduced manpower and has the ability to counter future threats. These platforms replace legacy platforms where margins for growth to meet future threats do not exist and obsolescence of installed systems require a new class of platform. DELTA's PEO IWS customer faced a challenge in designing a new combat system architecture to meet the warfighting requirements for the Future Surface Combatant.

As a result of the detailed engineering plan and Top Level Requirements, OPNAV is developing the CS in parallel with platform development to ensure the platform has a CS that meets multi-mission requirements. As a result, the Navy will have a Combat Management System capable of supporting small and large combatants meeting platform, strike group, and theatre requirements. The Navy's new combat system will have improved availability, require less maintenance, and offer a margin for growth in meeting future threats and mission requirements. By instituting new hardware replacement processes, procurement, and development of condition-based maintenance, the overall cost for platforms is greatly reduced.

DDG 1000: SMOOTH CONTRACT EXECUTION WHILE MEETING IMPORTANT MILESTONES

Last year the Navy commissioned the DDG 1000, which represents a new ship class. DELTA experts were immersed in the commissioning phase and subsequently were asked to assist with a special project.
ACTIVE MANAGEMENT
DELTA managers work alongside customers and are actively involved in the contract work.

Active management is a distinguishing characteristic of DELTA’s way of doing business. DELTA managers work alongside customers and are actively involved in every contract. This hands-on approach means that DELTA managers are invested in the projects they’re working on and understand in a real sense the challenges their customers are facing. This approach also means that DELTA managers are best positioned to provide meaningful solutions when customers are integrating multiple complex tasks.

INTEGRATED PRODUCT PLAN AUTOMATION: DEVELOPING PROCESSES THAT WORK

DELTA manages the development of an Integrated Management Schedule (IMS) for the Strike Force Interoperability (SFI) Program Manager. This project will automate processes that generate the Product Plan, which is currently a labor-intensive effort. DELTA was selected to lead this project because of its familiarity with the stakeholders, products, and data systems associated with the plan. DELTA's experience with NAVSEA 05H and the Strike Force Interoperability program make it uniquely qualified to lead the development process.

DELTA is the liaison between the IMS programmers/developers and the SFI Pillar Leads. This project is challenging because there are numerous independent variables and many exceptions that need to be considered to determine the product schedules for the various SFI Pillars. Thus, customized inputs are required to ensure that the IMS is accurate.

DELTA staff meets weekly with the SFI Program Manager and Deputy Program Manager and the SFI Pillar Leads to understand the client’s needs for the SFI IMS. DELTA staff also meets weekly with the programmers/developers to ensure that the IMS program generates the correct deliverables and product schedules. As the client’s needs evolve, DELTA quickly communicates new inputs to developers.

CYBERSECURITY RISK ASSESSMENT PROCESS: INTEGRATED ENGINEERING ANALYSIS

The Navy’s Cyber-Awakening Task Force determined that improvements were needed to continuously assess the cybersecurity of fielded warfare systems. Since there is not an established mechanism to accomplish this at the systems engineering level, the Navy needs to build this competency. In the interim, it is relying on the DELTA team, leaders in providing cybersecurity support, to complete a preliminary level of integrated engineering analysis of the cybersecurity of these systems.

NAVSEA is required to conduct cyber vulnerability assessments on each warfare and hull mechanical and engineering (HM&E) system. This is a complex and labor intensive task requiring program management skills and knowledge of ship and strike group operations for mission impact assessments. DELTA provides NAVSEA’s newly established cyber engineering organization with subject matter expertise in the technical and tactical impact assessments of various cyber operating conditions based on the platform Required Operational Capability and Projected Operational Environment (ROC/POE) requirements at the ship and strike group level. DELTA also provides accurate configuration and modernization data; Cyber Security Assessments (CSAs) of current and proposed CSI modernization plans; compliance validation of required information assurance requirements and Authority to Operate (ATO) applicable systems; and support in the ongoing development of Ship Cyber Certification requirements.

DELTA is at the center in the development of the COMPACFLT NETCON and Fleet Force Command Cyber Operating Conditions, which has improved cyber resiliency on ships and shore. NAVSEA relies on DELTA’s expertise in identifying and recommending changes to current data bases to support more robust cyber assessments and warfare system certification. DELTA’s innovative response to the Navy’s complex requests for cyber engineering information has earned DELTA personnel numerous accolades for consistently finding ways to meet the customer’s needs.

CSIMP: COORDINATING MULTIPLE STAKEHOLDERS, MEETING AGGRESSIVE DEADLINES

When the Navy needed help updating how to modernize the fleet, they turned to DELTA, the company they trusted to get the job done right. Given DELTA’s depth of involvement in Navy processes, years of experience, and wide range of expertise, Commander, United States Fleet Forces Command (USFF), Commander, US Pacific Fleet (CPF), Naval Information Forces (NAVFOR), and other principals determined that DELTA was in the best position to lead the rewriting of the Command & Control, Communications, Computers & Combat Systems Modernization Process (CSIMP) instruction, an effort requiring coordination across multiple stakeholders in a very short period of time. The selection of DELTA was based not only on the company’s knowledge of the rules, but also the fact that DELTA personnel helped write and implement those rules over the last 20 years.

Upon contract award, DELTA personnel utilized the company’s active management approach to quickly establish, implement, and execute the government’s aggressive timeline. This was accomplished by DELTA managers not merely overseeing the project, but also directly influencing the product through collaboratively writing the Plan of Actions and Milestones (POA&M) and actively identifying and mitigating risks alongside the government.

DELTA managers and Subject Matter Experts (SMEs) communicated daily with the customer to define details, review the business process diagrams, evaluate revisions, and incorporate comments, building consensus at every step. To gain future efficiencies, they established a methodology to enable periodic enclosure updates to capture future modernization process changes without the need to release an entirely new instruction.

In order to help transition the Fleet from previous processes to the new instruction, DELTA coordinated numerous working sessions with stakeholders to ensure everyone understood the proposed changes, and also to gain insights and different perspectives. DELTA successfully incorporated this feedback and was still able to deliver the draft instruction under an accelerated timeline.

DELTA’s active management approach assures customers that DELTA is on top of every detail of every project from start to finish, transitioning outdated methods and risks into efficiencies and solutions.
SYNERGISTIC GROWTH

DELTA assists customers in implementing solutions proven to benefit government processes.

With little fanfare and great determination, DELTA has grown from a small company with a few staff to a large, well-respected leader in the government contracting sector. The explanation for DELTA’s growth is simple—we help clients solve problems on time and within budget, and we accomplish our work efficiently and effectively. Clients appreciate our straightforward approach and our keen ability to expand from what we know to new, related areas. This synergistic growth enables us to continually increase the depth and breadth of our experience. This results in satisfied clients who want to keep working with us, and they tell others about their success working with DELTA.

To stay compliant, cyber safe, and active for our sailors to operate in defense of our nation.

To achieve certification and accreditation in a timely manner, allowing Team Ship’s now 107 critical shipboard systems hardening and Security Technical Implementation Guide (STIG) compliance; incident response; analysis and Plan of Action and Milestones (POA&M) and Certification & Accreditation (C&A) Package Development; server coordination; penetration testing; and security assessments. DELTA’s support establishes a roadmap and milestones.

Prior to the Cyber Awakening in 2014, Team Ships had a single government employee as the Information Assurance Lead. This staffing level could not support the certification of the then 17 systems under Team Ships’ accountability, and DELTA was called on to develop and initiate a holistic team-wide solution to ensure all Team Ships systems are on track for full compliance by the end of 2017.

Because of DELTA’s performance on that contract, the company’s work with this customer has greatly expanded. Today, DELTA provides five RMF certified staff supporting Plan of Action and Milestones (POA&M) and Certification & Accreditation (C&A) Package Development; server hardening and Security Technical Implementation Guide (STIG) compliance; incident response; analysis and coordination; penetration testing; and security assessments. DELTA’s support establishes a roadmap and milestones to achieve certification and accreditation in a timely manner, allowing Team Ship’s now 107 critical shipboard systems to stay compliant, cyber safe, and active for our sailors to operate in defense of our nation.

DELTA was the prime contractor responsible for the modernization, sustainability, and implementation support to the DISA Integrated Resource Information System (IRIS). When the project first began, the government requirements were in flux, and there was confusion about what needed to be included in each software delivery. DELTA put a process in place to define more precisely the requirements; as the project progressed, DELTA delivered significantly improved capability and ensured that all parties understood what was expected at each stage.

In the process, DELTA greatly expanded its depth and breadth of expertise, resulting in the implementation of a requirements management process, which included developing a standardized requirements template; a standardized design document; a requirement tracking process; formal design reviews; internal quality assurance testing, and acceptance testing. A cloud-based help desk system tracked issues that resulted in user change requests. Each change was documented, submitted for government approval, and, when approved, assigned to developers and tracked to deployment.

DELTA’s success with this project resulted in expanded work with DISA. Specifically, the company was asked to develop an Architecture Recommendation Report that addressed the system’s obsolescence and formulated recommendations to upgrade the underlying software architecture and control libraries.

The Army came to DELTA with a problem—aging computer hardware was costly to maintain. DELTA was the partner of choice to help solve this problem because of the company’s expertise in Cloud migration, transition engineering, and hosting services. Under the new ACCENT contract, DELTA is expanding its offerings as an Amazon Web Services Public Sector Consulting Partner/Value Added Reseller as prime contractor and Cloud Services Provider. In this expanded capacity, DELTA is responsible for delivering complete end-to-end Cloud solutions to Army Mission owners. In this way, DELTA is relieving the Army from the hardware business so that it can focus on military missions using secure, scalable Amazon Web Services offerings at Impact Levels 2-4.

DELTA has the distinction of being the first vendor to deliver a DoD Impact Level 4 Cloud solution, helping shape DoD Cloud policy and practices. DELTA’s expertise spans the full range of technical and cybersecurity capabilities needed to migrate to the Cloud. The company pairs its technical capabilities with a mission and business focus to ensure the delivered solution meets each customer’s strategic and operational goals. At the same time, DELTA helps customers navigate the ever-changing policy landscape in this arena. DELTA’s migration approach is the most viable solution for DoD systems that rely on costly and aging hardware infrastructures.

DISAs publication, The Best Practices Guide for Department of Defense Cloud Mission Owners, serves as a starting point to help mission owners prevent costly missteps as they plan for Cloud migration. DELTA worked closely with the DISA Information Assurance Support Environment (IASE) team to help develop recommendations based on the challenges encountered and the solutions generated during the initial DoD CIO Pilot. The guide helps mission owners focus on the key steps needed for success.

DELTA continually strives to implement solutions that benefit customers. One of the challenges of managing any DoD system is continual adaptation to changing policies and directives. When DoD CIO mandated all web systems eliminate passwords, DELTA saw an opportunity to eliminate a clumsy legacy access registration process, and, as a result, more than doubled the registered user base, ensuring the relevancy and usefulness of the program.
FLEXIBLE STRUCTURE

DELTA maintains flexibility to meet and exceed customer needs.

As part of the company’s 2020 strategy, DELTA is underscoring enterprise-wide process improvement to ensure the delivery of consistently high quality products and services to customers. During the past year, DELTA initiated the DELTAForce process improvement program with the goal of achieving a Level 3 appraisal under the Capability Maturity Model Integration (CMMI) for Development in 2018. The goal of DELTAForce is to realign and enhance the company’s SCRM Agile software development approaches using the CMMI model and systems engineering discipline. In this way, DELTA is building a DEVOPS/Continuous Integration capability that speeds product delivery and improves customer satisfaction.

NEW DELTA JOB CLASSIFICATION SYSTEM

A major component of DELTA’s flexibility is getting the right person on the job at the right time. As part of DELTA’s 2020 strategy to ensure continuing success with staff placement, DELTA revamped its corporate job classification system, which has led to more robust workplace management. This new system aligns DELTA’s standard set of job classifications with industry classifications as well as with DELTA’s current and future core competencies. The new system enables more effective sourcing and recruiting through a catalog of job classifications. DELTA’s system also clearly differentiates corporate job classifications, which are standardized and fixed, from contract labor categories, which vary by contract/program. The clear delineation of the two allows DELTA to efficiently map classifications and labor categories for contract management and proposal purposes. Lastly, the system provides a standard structure for determining salaries and assessing compensation equity in support of Affirmative Action Program (AAP) and Office of Federal Contract Compliance Programs (OFCCP) compliance. The 2016 Department of Labor OFCCP audit found DELTA to be fully compliant with all requirements.

CMMI CORPORATE QUALITY PROGRAM

DELTA Resources, Inc.

A Fortune 500 Service Animal.

DELTA maintains a readily available network of small business resources, while simultaneously using subcontracting opportunities to provide guidance to our small business partners. To more efficiently align potential suppliers, DELTA maintains a database of its subcontractors’ capabilities which is continuously updated as part of DELTA’s small business outreach efforts. When customer requirements are identified and a decision to subcontract has been made, DELTA’s database serves as a starting point for preliminary reviews of industry partner capabilities to ensure technical qualification and competition. DELTA has awarded subcontracts to a variety of small business types and prides itself on its diversified subcontractor base. From our own growth experience, DELTA knows that for small businesses, the opportunity to provide meaningful support equates to empowerment. An empowered small business has the autonomy to pave its way to success as a fully enabled partner of any government customer. In April 2017, DCMA reviewed DELTA’s performance against its Small Business Plans and found our performance satisfied all requirements of its review.

SMALL BUSINESS SUBCONTRACTING

Through DELTA’s small business participation efforts, DELTA maintains a readily available network of small business resources, while simultaneously using subcontracting opportunities to provide guidance to our small business partners. To more efficiently align potential suppliers, DELTA maintains a database of its subcontractors’ capabilities which is continuously updated as part of DELTA’s small business outreach efforts. When customer requirements are identified and a decision to subcontract has been made, DELTA’s database serves as a starting point for preliminary reviews of industry partner capabilities to ensure technical qualification and competition. DELTA has awarded subcontracts to a variety of small business types and prides itself on its diversified subcontractor base. From our own growth experience, DELTA knows that for small businesses, the opportunity to provide meaningful support equates to empowerment. An empowered small business has the autonomy to pave its way to success as a fully enabled partner of any government customer. In April 2017, DCMA reviewed DELTA’s performance against its Small Business Plans and found our performance satisfied all requirements of its review.

PURCHASING SYSTEM

Reaching efficient and effective solutions has become more complex because of expanded technical requirements and/or additional logistical challenges. As a result, supplemental services and/or products from DELTA’s industry counterparts are sometimes required. In such situations, DELTA painstakingly ensures that due diligence is practiced for every purchase. DELTA’s purchasing system is modeled for full Defense Contract Management Agency (DCMA) compliance, incorporating formal request procedures, technical evaluations, price/cost evaluations, documentation of negotiations, and other compliance enforcement measures. This policy certifies that DELTA: 1) takes the proper precautions to only source from responsible contractors; 2) properly flows down all appropriate government contractual terms; and 3) purchases services and/or products at a reasonable price. DELTA’s system reflects due diligence even in the most complicated circumstances, and ultimately assures our customers and taxpayers that public money is being spent in a responsible manner in the hands of a reliable contractor.
COMMUNITY GIVING
DELTA gives back to those who need it most.

Philanthropy is one of DELTA’s core values. DELTA demonstrates its sense of responsibility to support country and community by contributing time and treasure to various charitable organizations. Through DEltActs, the company also supports DELTA staff members who volunteer their time to philanthropic organizations by making monetary gifts to those organizations. In addition, the company matches employee gifts to charitable organizations 1:1 up to $250 per employee per year. In 2016, DELTA contributed $57,279 to charitable organizations, including the ones profiled here.

ANNUAL FISHER HOUSE GOLF CLASSIC
In May, DELTA participated in the Annual Fisher House Golf Classic at Lansdowne, VA. The Golf Classic is the centerpiece of the “25th Anniversary Home Away from Home” campaign dedicated to strengthening and expanding support to the families served by Fisher House Foundation. Since its founding, the Fisher House program has saved military and veterans’ families an estimated $235 million in out-of-pocket costs for lodging and transportation, helping more than 220,000 families in their 64 homes. No family pays to stay at a Fisher House ever. The funds this year went toward continuing the Fisher House Foundation mission. DELTA proudly supported the event’s 12th anniversary festivities.

GREATER WASHINGTON HEART WALK
DELTA supported the American Heart Association’s 2016 Greater Washington Heart Walk in recognition and memory of the many members of the DELTA family who have been affected by heart disease and stroke. The walk took place in November at the National Mall in Washington, D.C.

RED CROSS – WINTERHAVEN HOMELESS VETERANS STAND DOWN EVENT
DELTA collected essential goods to support the Winterhaven Homeless Veterans Stand Down held in Washington, D.C. This event brings together federal, state, and local government agencies, veteran service organizations, and corporate and non-profit community partners. Jointly, these groups offer health care assessments as well as one-on-one housing and employment counseling and resources to homeless veterans in need. DEltActs supported the event through the American Red Cross, which collected items distributed to the participants.

GARDVP COLLECTION
DELTA supported the Geraldine A. Ross Domestic Violence Prevention Foundation (GARDVP), an organization established to help victims of domestic abuse. The organization sponsors an ongoing drive to collect travel-size personal hygiene products. Many victims escape with only the clothes they are wearing. Empowerhouse provides housing and food; however, they do not have the resources to provide personal hygiene products. Many DELTA employees generously donated to the drive.

PROJECT USO ELF
DELTA staff supported the USO-Metro’s Project USO Elf program in December. DELTA’s efforts helped USO-Metro surpass expectations and provide gifts to more than 1,400 military children in the Baltimore and Washington, D.C. region.
Maria Proestou is the president and chief executive officer of DELTA, which she co-founded in 2000. In addition to guiding the company’s growth and development, Proestou oversees quality control and serves as an expert on the Navy’s strategic planning, budgeting, and program management. She is one of only a few financial contractors qualified to work alongside the Lean/Six Sigma experts to implement the NAVSEA Lean/Six Sigma practices. Proestou is a frequent speaker on issues related to defense contracting and the workplace and currently serves on the Professional Services Council (PSC) Executive Committee.

Kevin Mills is the chief financial officer at DELTA, which he co-founded in 2000. Mills is responsible for DELTA’s overall financial strategies, equipped with over 25 years of financial and combat weapon systems engineering knowledge. With past experience providing direct support of Cooperative Engagement Capability (CEC) implementation in the JFK, NIMITZ, and REAGAN Strike Forces, Mills understands the results clients are expecting while simultaneously building corporate infrastructure to facilitate growth and managing internal operations to ensure cost competitiveness.

Keegan Mills is DELTA’s chief information officer, and is responsible for building and leveraging data systems to their maximum strategic business value. He oversees Information Technology, Facilities and Industrial Security making sure DELTA’s infrastructure elements are secure and available for the workforce. Mills has been integral in the development of products that utilize the latest industry technologies in a cyber-responsible and certifiable way. Mills also has the distinction of being the first employee hired by DELTA after the three founders.

Tom Winckler joined DELTA as the chief operating officer in 2001. He successfully implements the company’s strategies, overseeing human, financial, technological, informational, and material resources. He also is responsible for ensuring that DELTA has the optimal organizational structure and appropriate systems of incentives. Winckler has a background in Navy combat system design, development, and acquisition, which he acquired as a surface warfare officer and engineering duty officer in the United States Navy. He served for 16 years on active duty followed by eight years in the Reserves.

Steve Hughes is DELTA’s vice president, Maritime, and has over 30 years of experience providing senior-level engineering services, program management, and configuration management. Hughes previously held management and combat system engineering positions in support of the Joint Program Executive Office for Integrated and Missile Defense (JPEO IAMD), the Single Integrated Air Picture Systems Engineering Task Force (SIAP SE TF), the Assistant Secretary of the Navy (Research, Development, and Acquisition) Chief Engineer (ASN (RDA) CHENG), and the AEGIS program office supporting the C4I domain.

Chris Bahret joined DELTA as vice president, Customer Solutions, in 2013. He has more than 25 years of executive-level experience in business development, management, and engineering in the federal business sector. Bahret manages DELTA’s new business identification and pursuit activities, directing strategic planning and solution development. Bahret has worked in the federal services market, providing program and engineering management for U.S. Navy AEGIS and Amphibious Ship Acquisition programs. Bahret began his career as an engineer with Bethlehem Steel Corporation, Marine Division.

Annette Elseth began her career as an attorney, working for eight years in private practice and government. She has been a part of the DELTA family since its inception and has supported DELTA with her research and policy expertise since 2003. Leveraging her legal experience, Elseth has been intimately involved in the development of DELTA policies and procedures and other corporate projects essential to DELTA’s corporate identity. Elseth currently supports DELTA’s Human Resources, Business Development, and Contracts operations, as a senior contract analyst as well as serving on the Board of Directors.
2016 ANNUAL REPORT

Values in Action

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