



EXNOVO DELIVERS THE HIGHEST QUALITY APPLICATIONS, TECHNOLOGIES AND INSIGHTS TO MEMBERS OF THE DEFENSE AND INTELLIGENCE COMMUNITIES. OUR POLICY EXPERTS, RESEARCH SCIENTISTS AND ENGINEERS HAVE A PROVEN TRACK RECORD HELPING CUSTOMERS NOT JUST RESPOND TO CHANGE, BUT EXPLOIT EVOLVING LANDSCAPES AND ENVIRONMENTS TO STAY AGILE AND PREEMPTIVE. WITH A TRULY GLOBAL PERSPECTIVE AND KEEN SECURITY ACUMEN, WE HAVE AN UNCANNY SENSE OF HOW SITUATIONS CAN UNFOLD AND WHERE TO APPLY LEVERAGE TO GAIN ADVANTAGE.

TRUST OUR HIGHLY SKILLED EXPERTS TO PROVIDE SOLUTIONS IN **IED DEFEAT**, **SPACE** AND **MARITIME** SYSTEMS, MEDICAL INTELLIGENCE AND TACTICAL **MEDICAL SUPPORT**. WE ALSO HAVE EXPERTISE IN AGENCY **TRANSFORMATION** AND **APPLICATION** DEVELOPMENT.

www.exnovoworldwide.com



STRATEGIC AGILITY. IT'S OUR PHILOSOPHY BECAUSE IT'S YOURS.

Organizations with strategic agility seize opportunities, even when circumstances are uncertain, information is incomplete or time is short. Leaders in these organizations embrace change and use it to their advantage. They don't discard long-term goals, but achieve them by acting iteratively and by aggressively exploring limited, short-term opportunities.

ExNovo practices strategic agility because our clients in the Defense and Intelligence communities also practice it every day. Our experts and consultants have an uncanny sense of how situations can unfold, a capability we use to help clients stay ahead of the curve — and ahead of the enemy. When you work with ExNovo, you can expect breakthrough solutions and enthusiastic consultants who are energized by change and challenge.



VALUES AND VISION

COMMITTED TO YOUR SUCCESS.

At ExNovo, your critical missions are our critical missions. We are much more than consultants — we are true stakeholders who partner with our clients to provide detailed advice and solutions carefully tailored to the specific requirements of their projects.

WE LIVE BY OUR CORE VALUES EVERY DAY:

BEYOND INNOVATION

Our goal is to form deep and lasting partnerships with our clients so we can predict what they will need before they need it. We develop transformative solutions that meet and exceed client objectives.

FOCUSED ON SUCCESS

When our customer wins, we win. On every project, with every client, we remain relentlessly focused on successful execution.

ETHICS AND INTEGRITY

We hire only the highest quality employees who set the standard for honesty and integrity.

RIGOROUS SELF-ASSESSMENT

We regularly and aggressively monitor our progress against project objectives to make sure we hit targeted budgets and timelines.

FOCUS AREAS

QUALITY. CONTROL.

ExNovo is dedicated to delivering high-value, high-payoff services and solutions based on foresight, experience, knowledge and technical proficiency. Our experts create the technologies and applications that ensure your success. And our innovative operating model ensures that we can develop solutions economically and profitably.

We maintain a balanced and diversified portfolio designed to deliver innovation in land, sea, air and space applications. We align our competencies with the current needs of our clients, yet anticipate their future needs to help them stay ahead of evolving national security priorities.

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|-----------------------|---------------------------|---------------------------------|
| ★ Technical R&D | ★ Policy Analysis | ★ Transformation Services |
| ★ Systems Engineering | ★ Application Development | ★ Medical Intelligence Analysis |
| ★ Strategic Planning | ★ Design and Integration | ★ Tactical Medical Support |

EXPERIENCE

INDUSTRY AND THOUGHT LEADERS.

ExNovo is known for developing innovative solutions and providing mission-critical insights. Our team consists of a cadre of research scientists, analysts and engineers who contribute to our ongoing success and to the success of our clients.

OUR LEADERSHIP TEAM INCLUDES:

CEO Robert A. Phillips, Jr., M.D., F.A.C.S., M.B.A.: Dr. Phillips is a triple-boarded heart surgeon who served as the Director of a Heart and Lung Transplant Center, and worked in private practice as a Cardiothoracic Surgeon. He has now turned his focus to enhancing America's national security.

President and COO, Alan Yarborough: Mr. Yarborough has more than 20 years of operational experience working within the Defense and Intelligence communities. He is the founder of Centre Analytics International, Inc., where he served as CEO for ten years before co-founding ExNovo Worldwide.

CAPABILITIES

ADVANCED TECHNOLOGY DEVELOPMENT.

ExNovo's solutions — whether they're operationally focused technologies or policy recommendations — enable our customers to pursue their objectives and increase mission effectiveness without surprises. We create revolutionary adaptive technologies that enable our Military, Security and Intelligence customers to respond more effectively today and in the future. We do this by providing lean, modular and upgradable solutions that can change rapidly as the environment around them changes. Instead of building a complete system from scratch, we integrate proven off-the-shelf technology with our own technology to enable truly rapid development. We can take a project from concept to reality in a fraction of the time for a fraction of the cost.

ExNovo provides products and professionals in support of land, sea, air and space missions. Our solutions support applications in IED neutralization, geospatial intelligence, space systems and national defense programs.

IED DEFEAT

RAPID DEVELOPMENT OF COUNTER-IED CAPABILITIES.

In Iraq, Afghanistan, and Pakistan, adversaries of U.S. forces use improvised explosive devices (IEDs) as weapons of strategic influence. In fact, IEDs continue to be the most pervasive threat to ground combatants in Iraq and Afghanistan. This has led the Joint IED Defeat Organization (JIEDDO) — DoD's counter-IED agency — to seek more effective solutions to detect these devices before they harm military or civilian personnel.

ExNovo actively develops counter-IED technologies to support combatant commanders and to enable the defeat of the IED as a weapon of strategic influence. Our focus is on man-portable systems that enable dismounted detection of buried IEDs, either by identifying components used in the explosive or areas of disturbed earth that indicates IED emplacement. We are also developing unmanned ground vehicles that can activate pressure plates or trip wires placed in the path of dismounted forces.

SPACE TECHNOLOGIES

KEY TECHNOLOGIES FOR SPACE ACCESS AND OPERATIONS.

ExNovo's Defense and Space Division designs, builds, integrates, tests and operates satellites, with a special emphasis on satellites designed for smaller launch vehicles. We also build spacecraft subsystems that reduce space mission cost and increase resilience in space operations. Our innovative solutions enable assured rapid responsiveness, survivability, surveillance, situational awareness, sustainment, persistence, protection, tracking, communication, navigation, early warning, launch, on-orbit transfer and control and efficiency.

MARITIME TECHNOLOGIES

SOLUTIONS FOR MARITIME SECURITY AND DEFENSE.

Military operators require efficient solutions to meet the increasing demands on maritime surveillance. ExNovo addresses this need by developing technologies with proven capabilities that can be adapted to meet future needs. One research area we're pursuing is antisubmarine warfare (ASW) surveillance and cued search capability for shallow-water littorals without the use of traditional acoustics or sonar. Our research is focused on a cost-effective sensor that is small, lightweight, power-efficient and offers flexible integration into unmanned airborne platforms.

MEDICAL SUPPORT

QUALITY CARE FOR WOUNDED WARRIORS.

According to the American College of Emergency Physicians, "Tactical Emergency Medical Support (TEMS) is an essential component of military and tactical law enforcement teams." ExNovo's TEMS providers, primarily combat-experienced military special operations medical personnel, accompany tactical teams during training, mission planning and deployment of tactical teams, providing emergency care in high-threat or austere locations. Our medical personnel are trained to ensure team medical preparation, maintain medical equipment and supplies, provide examination and care to team members and establish temporary, fixed and unconventional warfare medical facilities to support operations with emergency and routine medical care. They are trained to treat emergency and trauma patients in accordance with established surgical principles and can diagnose and treat various medical dermatological and infectious conditions using appropriate medications, intravenous fluid support and physical measures.

TRANSFORMATION SERVICES

INTEGRATION OF PEOPLE, PROCESSES AND PACKETS.

ExNovo's transformation services are designed to ensure agency integration. Our consultants work with senior leaders and other decision-makers in the Intelligence Community to standardize tactics and procedures between all agencies playing a role in national security. This could involve streamlining clearance procedures, linking communications systems or integrating software programs and databases. By facilitating this integration and orchestration, ExNovo helps agencies discover and optimize pockets of talent.

APP DEVELOPMENT

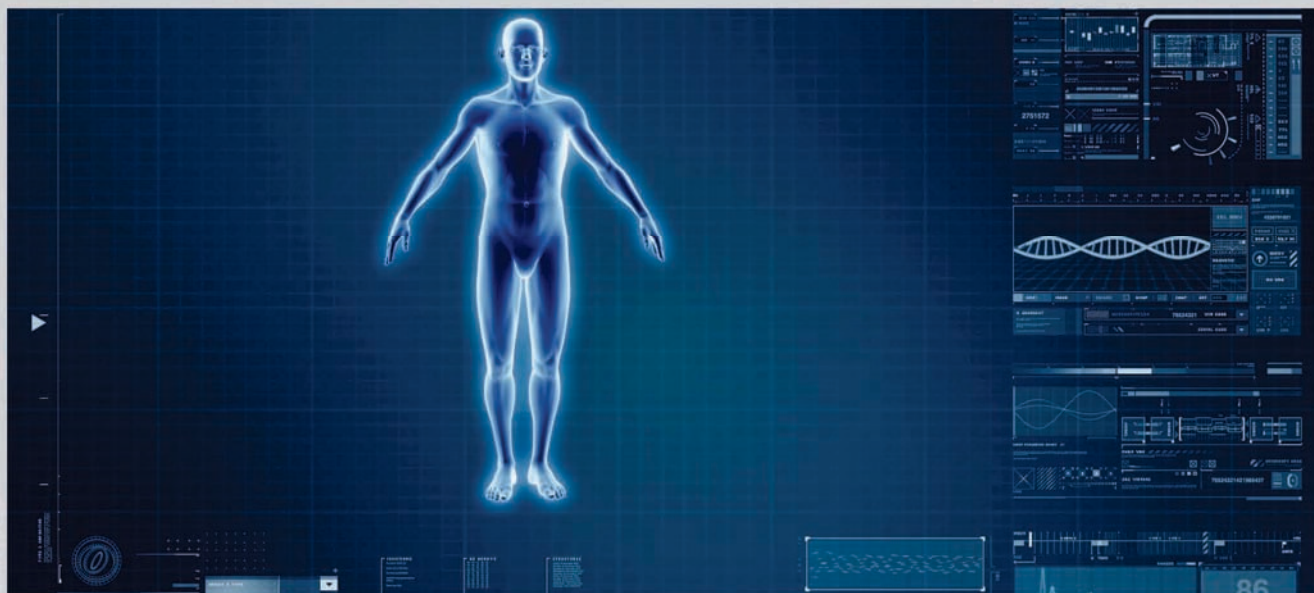
POWERING NEXT-GENERATION PHONES AND TABLETS.

In the near future, edgefighters will rely on mobile devices as much as their weapons. As the demand for smart phone and tablet applications increases, ExNovo will be there to deliver them. Our design teams develop and deliver apps that fundamentally change the end user's experience, enabling him to interact with dynamic content and enhancing his ability to perform during live operations. We are operating system-agnostic, which means our apps will run on multiple smart-device systems.

EXNOVO OFFERS A FULL RANGE OF APPLICATIONS, INCLUDING:

- ☆ Geospatial intelligence apps
- ☆ Tactical apps
- ☆ Logistical apps
- ☆ Biometrics apps





VIP MEDICAL INTELLIGENCE ANALYSIS

Knowledge is powerful. No one can predict the future, but **ExNovo** offers our clients the insight they need to prepare for tomorrow. Utilizing practices clandestine agencies have relied on for years, our team of experts can provide federal agencies and private corporations with medical intelligence analysis, also known as **VIP Intel**.

ExNovo's VIP Intel services give our clients an edge on the battlefield and in the boardroom. Our experts gather foreign medical, bio-scientific and environmental information pertinent to strategic planning. This type of intelligence conserves the fighting strength of our forces and directs military medical planning and operations. **ExNovo** applies these same strategies to the private sector, allowing businesses to prepare for whatever comes next – to be ahead of the competition.

ExNovo evaluates, analyzes and interprets the health of competitors, allowing you to strategically plan your next move. Under the direction of co-founder and CEO **Robert A. Phillips Jr., M.D., M.B.A., F.A.C.S.**, **ExNovo** is broadening the use of medical intelligence analysis beyond foreign policy, putting the concept into practical use in the private sector. **ExNovo's** experts analyze global health issues and determine how emerging trends can affect business, allowing private corporations to be ready for a variety of possible scenarios.

Dr. Phillips, a triple-boarded heart surgeon who served as the director of a heart and lung transplant center, recently turned his focus to enhancing America's national security by partnering with President and COO **Alan Yarborough** to found **ExNovo**. Together, they bring a world of expertise to **ExNovo's** management team. Medical intelligence is a key component of **ExNovo's** broad range of capabilities. ***When you have knowledge, you have the edge.***





ADVANCED TECHNOLOGY DIVISION

TECHNOLOGY AND SYSTEMS ENGINEERING

ExNovo creates revolutionary adaptive technologies that enable our Military, Security and Intelligence customers to respond more effectively today and in the future. We do this by providing lean, modular and upgradable solutions that can change rapidly as the environment around them changes. Instead of building a complete system from scratch, we integrate proven off-the-shelf technology with our own technology to enable truly rapid development. We can take a project from concept to reality in a fraction of the time for a fraction of the cost.

GENERAL CAPABILITIES

- Mission-focused
- Commitment to strategic agility
- Proven processes
- Rigorous self-assessment
- Military, Security and Intelligence experience

TSE CAPABILITIES

- Systems Engineering
- Network Design and Management
- Information Management
- IT Strategy
- Applications Development

FOCUS AREAS AND EXPERTISE

- Biology and Microbiology
- Chemistry
- Physics
- Electronics
- Computer Science
- Mathematics



STRATEGIC COMMUNICATIONS SERVICES INFORMATION OPERATIONS

Perception is everything. Traditional public relations campaigns are dinosaurs in this digital age of social networks. Never before have we had so many tools available to create narratives and win hearts and minds. Using proven strategies, ExNovo helps clients navigate the virtual mine field and use non-traditional media tools as part of a complete communications strategy. We know how to harness the power of the digital revolution to sway public opinion, influence outcomes and create positive conditions for organizations in both public and private sectors.

Applying the principal tenets of public relations, brand management and marketing to today's cutting-edge technologies we design insightful, transformative and synergistic communications campaigns. We customize our strategic operations to win hearts and minds and achieve measurable results.

ExNovo's experienced strategists are culturally sophisticated, well-versed in international relations and political affairs and are highly skilled at their craft. We consider every possible scenario and tailor communications efforts to reach specific strategic goals. We deliver synergistic campaigns that employ social media networks in addition to traditional forms of communication.

We've seen time and again the power of strategic, global communication campaigns and we use that experience to give our clients an edge in influencing trends, swaying opinion and managing crisis. We allow our clients to create optimum conditions for business, government or military operations.

ExNovo is on the cutting edge of the new era in public relations. Don't simply respond to the conversation – create it, shape it and make it work for you. Using the power of the digital age to meet communication challenges is revolutionary. ExNovo can help you start the revolution.





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