CAPABILITY STATEMENT

SHARP ENGINEERING SERVICES CORP

COMPANY OVERVIEW

Sharp Engineering Services Corp (SESC) provides consulting services for utility control centers, focusing on support for real time operations, compliance, and reliability engineering. SESC has completed significant projects for the largest electric companies spanning transmission, generation, and distribution. With over 80 years of on-the-job experience within Investor-Owned Utilities (IOU's) and municipal control centers, our subject matter experts' partner and work with any size organization.

We bring the end- users perspective into EMS, SCADA, ADMS, & OMS systems replacement & upgrade designs. This assures your personnel will not have to work with under-utilized and/or poorly implemented solutions. SESC delivers optimized workflows, eliminating the trial & error approach, to keep your team moving forward. We have successfully moved control rooms into paperless environments, executed compliance audit preparation & NERC training programs; along with enterprise-wide operational alignment efforts. SESC supports our clients from business plan development, to project initiation, through post-implementation, ensuring long-term sustainable success with tailored solutions.

CORE COMPETENCIES

- **Utility Control Center Operations & Consulting:** Expertise in optimizing control room operations for transmission, generation, and distribution.
- **Cyber & Physical Security:** Transition to a Leadership led culture via program creation, evaluation, or revision via a complete gap analysis, findings, recommendations, implementation, and sustainable management. Covering the data and/or control center, SCADA networks, and field installations
- **Systems Integration:** Bridging gaps between the software vendor and our clients to deliver high leverage Control Center Operations projects. Successful production of solutions that meet the scope and exceed expectations. Advising on compare and contrast decision making under uncertainty, capital expenditure justification, vision statement support, and maximize product impacts. We can bring stakeholders to the table and remove perceived barriers with experience backed insight with EMS/ADMS/OMS and/or workflow solutions reducing human error risks and automating cycle time hinderances.
- **Data Visualization & KPI Reporting (Power BI, Tableau):** Designing and implementing KPI dashboards offering realtime data visualization to enhance decision-making and performance tracking.
- **Change Management & Operational Training:** Leading change management initiatives and delivering training to ensure smooth implementation of new systems and processes while enhancing operational effectiveness

COMPANY DATA

- **Company Name:** Sharp Engineering Services Corp (SESC)
- **Unique Entity ID (UEI):** FVUSGDW3JBJ5
- **CAGE Code:** 10ZU4
- **NAICS Codes:** 221121, 541330
- **Business Address:** 122 Stargrass Dr, Auburndale, FL, 33823-6728
- **Federal Certifications:** Women-Owned Small Business
- **CEO & President:** Lindsay Sharp, M.Ed.Leadership
- **COO & Executive VP:** Christopher Sharp, P.E.

DIFFERENTIATORS

- **Industry Expertise:** 80+ years of combined utility experience delivering successful projects using Agile and traditional methods.
- **NERC Compliance Leadership:** Strong knowledge in NERC/RTO/ISO compliance, training, and audit prep.
- **Tailored Solutions:** Custom integration and upgrade services, specializing in iTOA and EMS.
- **Proven Success:** 18 years of OSI upgrades & 10 years of iTOA integration projects, valued up to $15M, leading fiscal discipline and high-impact results.
- **End-to-End Support:** Expertise in change management, training, and post-implementation support for smooth transitions.
- **Real-Time Ready:** With real ops desk experience, SESC adds value from day one. We integrate quickly and stay current on FERC/NERC/ISO changes (e.g., Order 881).

PAST PERFORMANCE

- **Exelon (ComEd, PECO, BGE, PEPCO, DelMarva, ACE):** Delivered a unified software platform for Operator Logging, Compliance, and Outage Planning across six utilities. Integrated with six Distribution Ops systems, introduced IVR to cut hold times by 60%, and deployed real-time tools to boost reliability and reduce switching errors. Project value: $15M.
- **Tennessee Valley Authority (TVA):** Upgraded iTOA for Transmission, Telecom, and Generation. Automated rules and alerts improved procedural adherence and situational awareness. Introduced paperless error checks and trackable switch order reviews. Project value: $465K.
- **Vermont Electric Company (VELCO):** Led the first iTOA upgrade from v1 to v2, enabling external outage requests and single-system NEISO interface. Added automated compliance flagging for audit readiness. Project value: $665K.
- **Tampa Electric Company (TECO):** Restarted stalled platform upgrades by aligning IT and Ops on a governed enhancement cycle, ensuring ongoing workflow improvements.