



Innovative Technologies | Effective Solutions



We Bring  
**Creative  
Solutions**

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# Introduction

## Our Company

**Founded in 1993 in Chicago, KFA is an information technology consulting and services firm that specializes in solutions for smart cities, the Architecture, Engineering, Construction (AEC) and capital facilities industry.**

Our core services include:

**Project Management Information Systems (PMIS)** - implementation and application integration.

**Building Information Modeling (BIM)** - validation, coordination, and API development.

**Facilities Management (FM)** systems - custom configuration, strategic planning, integration and data management aligned with COBie standards.

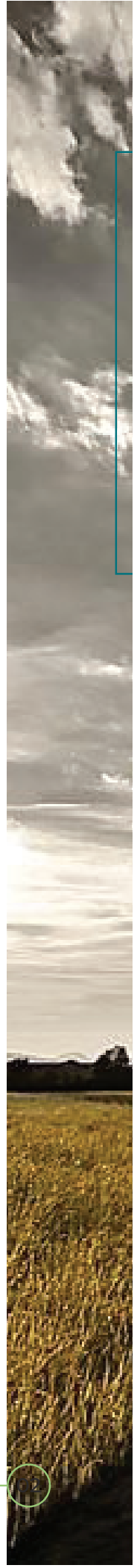
Since its inception, KFA has sought to distinguish itself amongst its peers by providing additional technology solutions which enable transparency into daily operations for improved construction administration, project metrics and analytics that provide for better forecasting and cost management; and finally workflow automation that improves business process efficiency. Capital programs benefit when you have access to the right tools that deliver meaningful information to make business decisions that empower one's organization.

### Future Growth in New Service Verticals

Looking ahead, the future promises to be exciting as we expand our services into new growth industries as smart city solutions, cloud based application development, data management, and information security.

As we expand into new markets KFA will maintain our focus on quality. KFA has consistently delivered quality solutions to each new client that we serve. The **"KFA Way"** methodology has become a staple in our organization and our staff continues to find new ways to leverage it to the benefit of our clients.

KFA has been fortunate to have served clients as varied as the Illinois Tollway, Chicago Department of Water Management, Chicago Transit Authority, Kentucky Transportation Cabinet, Penn State University, and Pittsburgh Water and Sewer to name a few. We remain ready to provide quality service and solutions to all newcomers.





A full-page background image featuring a dramatic landscape. In the foreground, a dark asphalt road with white dashed lines leads from the bottom center towards the horizon. The road is flanked by golden-yellow fields of grain. In the background, there is a dark silhouette of a treeline and distant mountains under a vast, cloudy sky. The clouds are large and textured, with some light breaking through near the horizon. The overall color palette is dominated by dark blues, greys, and golden yellows.

If people like you,  
they'll listen to you, but  
if they trust you, they'll  
**do business with you**





## Words From CEO

**For over 25 years KFA has been delivering innovative technologies and effective solutions to our smart cities, AEC, and facilities owner clients.**

I would like to take this opportunity to say thank you for the continued support and interest in KFA. We take tremendous pride in assisting our clients to realize business goals and improved organizational performance through the success of cutting-edge technology solutions that we have not only implemented but also trail-blazed through the years.

Our staff thrives on being information technologists, and we have a passion for the power of data. The ability to analyze and take action on data is increasingly important to our clients.

**Data: its visualization to provide performance feedback and decision support and its repurposing for downstream use is the future.**

KFA is well positioned for continued success in implementing innovative data-centric solutions that deliver business results. As we move forward, we recognize that the future is now, and our goal is to enable our clients with transformative solutions which achieve business results. Whether its capital improvement initiatives, designing data centers, or solution development for tomorrow's [smart cities](#), KFA is ready to be of service.

As we move forward to provide information technology solutions, it is our goal to become an integral partner to our clients and to the organizations we will meet in the near future.



# Our Company

## Major Values

We attract and grow leaders who make an impact on our people, our customers, our partners and the communities we operate in. They inspire and motivate all within our sphere of influence to do what's right.



### Passionate Works

At KFA we are passionate in the belief that to do well by our clients we must commit to excellence. This drives us to take on the toughest challenges and persevere to deliver solutions of value.



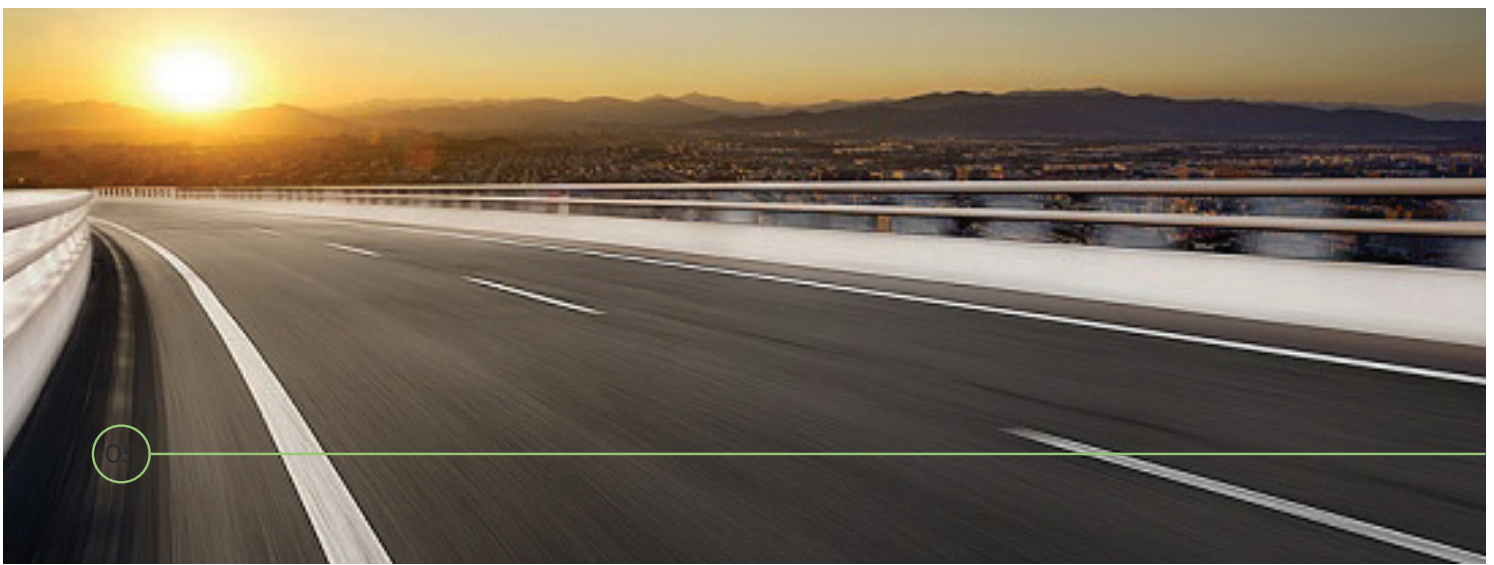
### Creative Solutions

KFA provides technology solutions that can be used to accelerate business efficiencies and stimulate growth. These proven solutions provide low risk deployment options for our Federal, State, and Private sector clients.



### Quality People

KFA believes that its success is due to creating an environment that allows its staff to thrive and grow. As a result we have been fortunate to attract highly skilled and talented consultants who enjoy working with us.







# Our Company Commitment

True Supplier Diversity, Economic Empowerment, Organic Succession, Corporate Responsibility and Sustainability is the DNA of KFA

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## **At KFA Diversity and Success is in our DNA: from WBE to MBE**

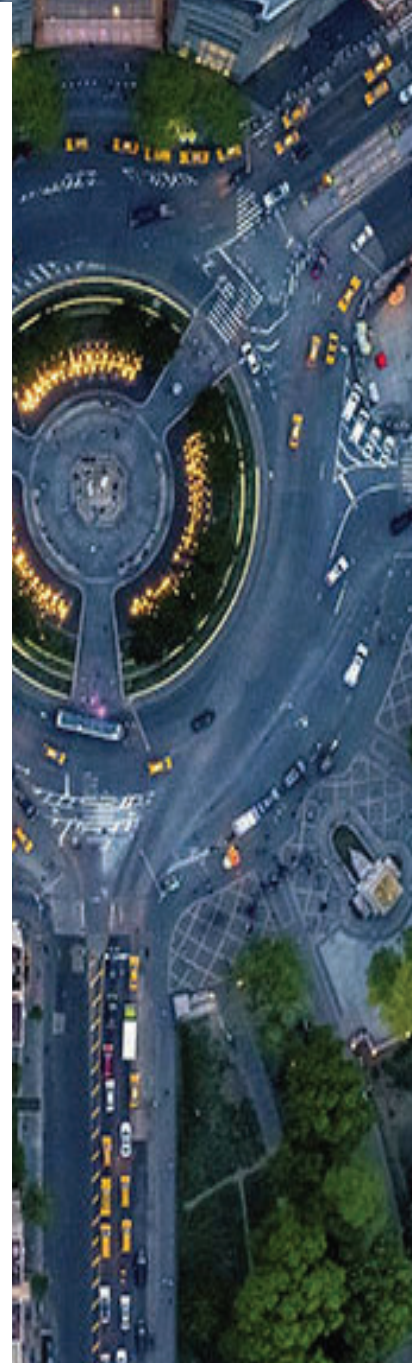
Started as a Woman Business Enterprise, founder Kristine Fallon, FAIA fought hard to Prime and Sub-Contract on Capital Projects enabling KFA to grow steadily over two-decades. KFA has a history of hiring and partnering with diversity in mind, while providing economic empowerment to local, national and global communities.

## **Organic Succession**

New KFA Owner & CEO, Gregory A. Bush, Jr. worked at KFA for 18 years, while serving as Vice-President. Greg's acquisition of KFA as a Minority Business Enterprise is what Procurement Officers in the industry rave about...Succession. Kristine selling KFA to Greg, has sustained the award winning brand and saved jobs.

## **Paying it forward: Corporate Responsibility & Sustainability**

Greg has personally been philanthropic for years to various non for profits and charitable organizations. Greg is also in the process of creating a STEM scholarship for college students and currently serves on the Quad County Urban League TSTM STEM Youth Advisory Committee. In addition, he is pursuing grants to advance new technologies and mentoring up and coming talent to help develop the next generation of innovators and technologists.





**1993**

### **Company Established**

First Client was Sears Store Planning Department. KFA specified a custom CAD file management system to support distributed updating of store plans and version management.

**1999**

### **BIM Innovation**

KFA consulted to Chalres River Software (later Revit Technology Corp.), a start-up software company seeking to overtake the national CAD market. KFA conducted the "CAD for Principals" study to determine what features design firms wanted in the next generation of CAD software. Revit used this information into their initial product release.

**2001**

### **First to deploy web PM system**

KFA rolled out the ProjectNet web-based project collaboration and managment system (PMIS) at CTA. The first project to use this was the Douglas Blue Line Reconstruction.

**2005**

### **Illinois Tollway Project**

KFA was a member of HNTB-led PMO team selected by the Illinois Tollway to support the \$5.8 Billion Congestion Relief Plan. KFA implemented their award winning PMIS solution.

**2018**

### **Upgrading Bridges**

KFA is engaged on two projects, one with the Kentucky Transportation Cabinet and the other with the Pennsylvania Department of Transportation both focused on rapid bridge repair which utilizes e-Builder's PMIS Solution.





# Expanding more innovation to grab world market

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# Our Best Services

We strive for the effective use of IT in empowering our clients to achieve their goals, while adopting best practices and processes.



## Smart Cities

KFA understands how to put data and digital technology to work for better decision making and quality of life improvements.

## Web Development



KFA integrates our experience in the technology consulting market for business process with cloud and mobility to improve the way people work. It helps us to know the needs of our clients and to anticipate the constant changes that occur in the industry.

## Program Management



KFA's PMIS implementation approach has been honed over 17 years of delivering project management system solutions to our clients. Although the process is rigorous, KFA has demonstrated great agility in executing implementations to provide key functionality just-in-time to support projects.





We have great people  
delivering information  
technology solutions

## What We Will Do

We will do what we've done from the very beginning and that is earn your trust by delivering quality solutions that provide business value to your organization. KFA pays close attention to the ever changing business environment that we have today.

We look at our experience dashboard and derive new ways to meet the needs of our clients. So as the challenges facing our clients continue to increase in their complexity, KFA will adapt to provide assistance to them when needed.



### Information Security

A KFA information security plan can position an organization to mitigate, transfer, accept or avoid information risk related to people, processes and technologies.



### Cloud Services

KFA cloud services let you focus on using your technology to gain business advantage rather than building, maintaining, upgrading your own infrastructure.



### Analytics & Visualization

KFA can help gather, process, store, organize and present data that empowers your business. Our solutions help you turn data into productive information.



### Mobile App Development

KFA can help you implement a mobile device management strategy that secures company resources without getting in the way of employee productivity.



# We're So Different



We love what we do, some might say a bit too much & we bring enthusiasm and commitment to every project we work on.

1

## 25 years of experience

We leverage lessons learned to develop best practices and processes that help our clients achieve their goals.

2

## Great company value

To solve the challenges of our clients in the areas of their greatest need through information technology.

3

## Passionate team

The pursuit of excellence drives every staff member within our organization. We have earned our clients' trust by adhering to this mantra and continually pushing ourselves to be a better organization.

4

## Focus on quality

It comes from the understanding that every client is an important one. So we fine-tuned our service delivery methodology to help ensure craftsmanship on each deliverable.

5

## Professional

KFA believes that its success is due to creating an environment that allows its staff to thrive and grow. As a result, we have been fortunate to attract highly skilled and talented consultants who enjoy working with us.

6

## Creative Technology

KFA provides technology solutions that can be used to accelerate business efficiencies and stimulate growth. These proven solutions provide low risk deployment options for our Federal, State, and Private Sector clients.



# Our Latest Portfolio



**Project :** Upgrade Bridges Program

**Type :** PMIS

**Client :** Kentucky Transportation Cabinet

**Budget :** \$2.3 Billion

## Description

The Kentucky Transportation Cabinet's (KYTC) Department of Highways (Department) is responsible for inventorying and inspecting 14,272 bridges located throughout the Commonwealth, with 9,056 being state-owned and 5,216 being locally owned structures. As part of this responsibility, KYTC evaluates the condition of the structures and determines the appropriate load rating (safe vehicle weight).

The Department has identified approximately 1,000 critical bridges in need of rehabilitation or replacement due to deteriorating conditions. A program budget of \$2.3 Billion is proposed to address these needs over the next 6 years.



**Project :** Move Illinois Program

**Type :** PMIS

**Client :** Illinois Tollway

**Budget :** \$14 Billion

## Description

KFA is providing document and process control management services for the Tollway utilizing the current system which is e-Builder. The Move Illinois program relies heavily on the management of the system to move process data and documents into the Engineering department and across organizational boundaries, internal to the Tollway and external to designers, engineers and contractors in the field.





**Project** : Capital Improvement Program

**Type** : PMIS

**Client** : Chicago Transit Authority

**Budget** : \$15 Billion

### Description

In 2001, CTA was the first large, public capital program to implement a web-based project management system in a comprehensive fashion. KFA defined the requirements, evaluated technology, developed a Request for Proposals (RFP), selected the vendor, configured the system, developed and conducted a training program and supported the system. CTA achieved productivity benefits and reduced business cycle process times. The system was instrumental in CTA receiving **ISO 9001 Certification** for its engineering quality system.



**pennsylvania**  
DEPARTMENT OF TRANSPORTATION

**Project** : Rapid Bridge Replacement

**Type** : PMIS

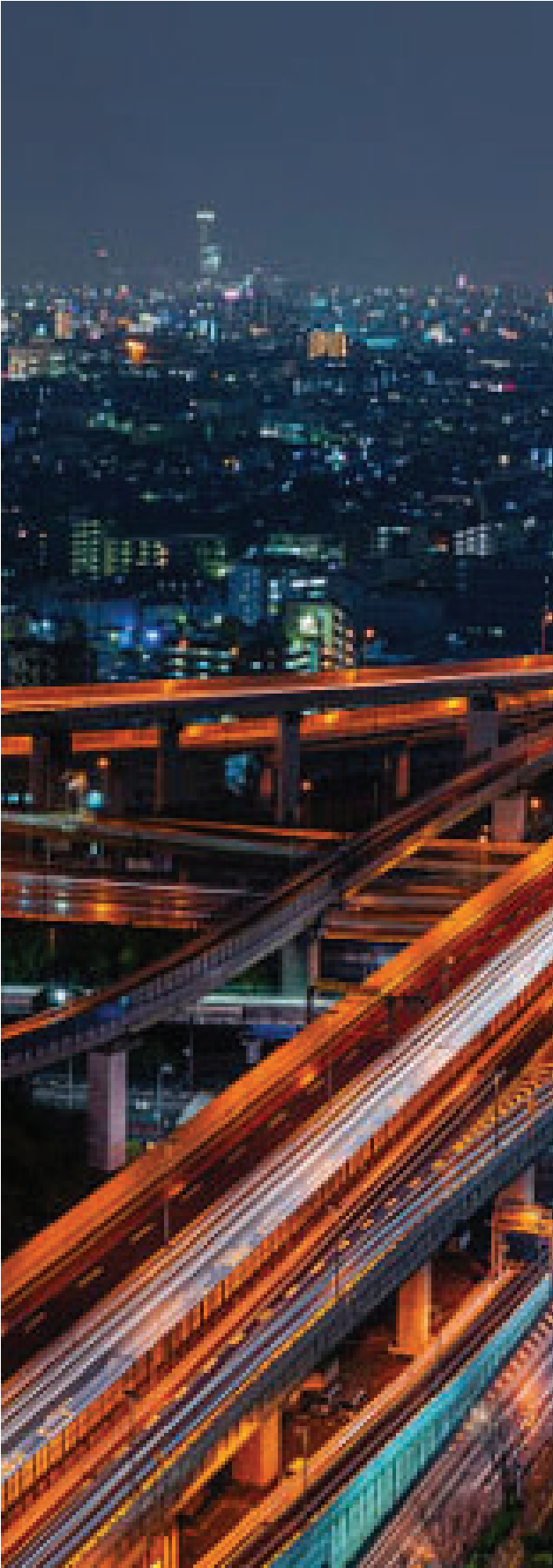
**Client** : PennDOT

**Budget** : \$1 Billion

### Description

Project consists of 558 bridges to be replaced within three years. KFA was tasked with putting in place within three months a highly automated system for document management, reviewing 60 design submittals per bridge within specific timeframes, approving developer invoices and change orders, and producing project reports and dashboards. This design review automation was cited in PennDOT's **"Best Transport Project"** Award at the 2015 Second Annual P3 Awards. Additional automated processes continue to be implemented to streamline project management and track key performance indicators.





## Trusted Clients

More than 100 clients have trusted us for their business. Our clients range from artists and craftspeople, to entertainment companies, to small businesses, and everything in between

- ▷ City of Chicago
- ▷ Illinois Tollway
- ▷ U of Chicago
- ▷ Metra
- ▷ GSA
- ▷ Penn State University
- ▷ Sears



# Our Creative Crew



## Peter Urban

Vice President

Peter Urban is KFA Vice President and a PMI-certified Project Management Professional. He is a specialist in software solutions for the design, construction and facility management industry.



## Terrence Roberts

Dir. of Technology Innovation

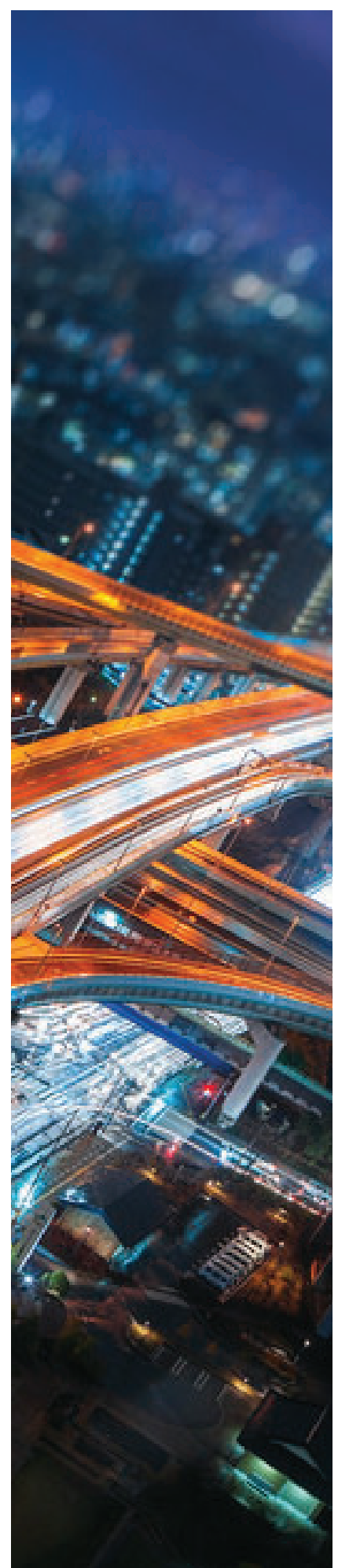
Terrence is responsible for designing new strategies to leverage technology in established and emerging markets from data management to Internet of Things.



## Quentella Enty

Dir. of Sourcing & Sustainability

Quentella is an experienced entrepreneurship, procurement and sustainability industry resource leader. She is an experienced, Small Business, Woman and Minority Owner in IT & Healthcare for Global Brand-Marketing, Virtual Business Administration, E-commerce and VOIP Project Management. Her former clients were Fortune 500 Companies, TV Media and Hospitals.







## Contact Us

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