



# DATAFLOW MANAGEMENT, LLC

Mission-Critical Facilities and Infrastructure Operations  
Service-Disabled Veteran-Owned Small Business (SDVOSB)



Dataflow Management is a principal-led consulting practice for mission-critical facilities and infrastructure, founded in 1998 and run as a full-time practice since 2002. We work where buildings meet networks: data centers, critical power and cooling, and the IT and network infrastructure that is not allowed to fail. The principal ran these environments from the inside at Hitachi and Macromedia before advising on them, and every engagement is led by that principal.

## CORE COMPETENCIES

- Data center design and operations: Tier III-and-above builds, DCIM, cabling, capacity, and uptime
- Critical power and cooling, electrical safety and commissioning (NFPA 70E and 70B, 110 and 111, NETA)
- Network and voice converged on IP, carrier and circuit strategy, passive optical LAN (GPON)
- IT and OT convergence and security, delivered secure by design
- Cloud and hybrid infrastructure, managed services, and multivendor vendor governance
- Corporate real estate and facilities: portfolio, capital projects, smart building, and energy

## DIFFERENTIATORS

- Both sides of the line under one principal: the technology and the buildings that carry it
- Three decades running infrastructure from the inside before advising on it
- Rare pairing of power and electrical-safety depth with network and cloud fluency
- Independent: no vendor relationships, commissions, or resale, so the client's interest is the only one in the room
- Senior-led and confidential from the first meeting through acceptance

## REPRESENTATIVE EXPERIENCE

*Described without naming clients.*

- Fielded rapidly deployable "cabinet in a crate" units to hundreds of government construction sites worldwide, including active combat zones
- Migrated a nationwide enterprise from legacy MPLS to a disaggregated Ethernet architecture, cutting cost per gigabit by 98 percent
- Designed a converged unified-communications network for a financial institution of more than 2,000 branches
- Designed and oversaw a campus passive optical LAN of more than 8,000 ports
- Led an enterprise compliance program for the 2024 NFPA 70B and 70E electrical-safety standard changes
- Led a behind-the-meter and power-purchase solar feasibility study for a grid-constrained, high-density colocation development
- Delivered first-party Tier III-and-above critical-environment builds in the United States and EMEA

## TEAMING

Dataflow welcomes teaming, subcontracting, and joint-pursuit arrangements with prime contractors and agencies seeking a qualified Service-Disabled Veteran-Owned Small Business partner for mission-critical infrastructure and facilities work. We are available as a subcontractor, teaming partner, or prime.

## CERTIFICATIONS & REGISTRATIONS

SBA-certified Service-Disabled Veteran-Owned Small Business (SDVOSB) | DOD CAGE Code: 9LYE2 | SAM.gov UEI: TDKSNEZJFSQ1

Commonwealth of Massachusetts Supplier Diversity Office, Client ID 20235137 (Small Business Purchasing Program)

**NAICS:** 541512 (primary) Computer Systems Design Services; 541513 Computer Facilities Management Services; 541611 General Management Consulting; 541618 Other Management Consulting Services; 531390 Other Activities Related to Real Estate

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