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Best Places to WORK in SC 2012



Barling Bay Supports Air Force Medical Facilities Around the World

By: Pamela Miller

The Department of Defense (DoD) utilizes the CliniComp, International corporation's Essentris® EMR™ software as the inpatient clinical documentation system for all acute care military health facilities. Prior to 2009, DoD inpatient military treatment facilities used handwritten patient charts. The outpatient charts for appointments and ancillary results (labs, rad, pharm, etc.) were documented electronically in the Composite Health Care System. Essentris®, an electronic medical record (EMR) system, eliminated the need for handwritten charts and allowed multiple users to access patient information at the same time. In addition, Essentris® reads data from bedside devices and other systems (labs, physiology monitors, ADT, etc.) and electronically documents the results in the patient chart.

Essentris® is deployed at the 59 DoD inpatient hospitals for Army, Navy and Air Force. Barling Bay supports the deployment and sustainment of Essentris® at the 15 Air Force inpatient hospitals. Ten of the hospitals are in the continental US. Five hospitals are outside the continental US (OCONUS), located in Italy, the United Kingdom, Japan, and Korea. The Barling Bay team consists of a System Administrator (SA) for each site, two Regional Data Administrators (DBAs) based at one east coast and one west coast military treatment facility and a Regional Training Specialist based at Travis Air Force Base (AFB) in California.

The SAs serve as the subject matter experts to all Essentris® users (clinicians, administrators, etc.). In addition to daily management of the system (user accounts and permissions with security policies), the SAs work with the hospital staff and the CliniComp staff in identifying workflow gaps and re-configuring the Essentris® software to maximize the system capabilities.

The DBAs create and maintain Essentris® reports for clinical and administrative staff. The Essentris® Global Data Repository, an Oracle® relational database, provides near real-time clinical data query capabilities. The DBAs provide remote support to all the Air Force sites in the region and assist the staff in the creation of standardized reports. The support includes queries of patient data for requested ad hoc, daily, weekly, and monthly reports.

The Training Specialist conducts end user classroom and over-the-shoulder training at Travis AFB. The Training Specialist also provides remote webinar training with supporting documentation to the SAs and users at the other 14 medical treatment facilities. The Training Specialist assists SAs in troubleshooting unique user issues.

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Barling Bay Supports Air Force Medical Facilities Around the World, cont.

In the near future, the Barling Bay team will provide key operational support to the TriService Content Advisory Groups (CAGs). At the time of deployment, each Service had unique policies and note configurations within Essentris®.

As a result, there is no standardization of patient charts within the DoD inpatient hospitals. The TriService CAGs have been tasked to standardize notes and tools for business entities in all medical treatment facilities regardless of Service affiliation. The Barling Bay SAs, Training Specialist, and DBAs will play a big role in the successful deployment of the standardized notes.

Barling Bay will conduct the onsite configurations and troubleshooting activities; train the users on the new features and workflows; and create/modify system reports to align with the new configurations. As the CAGs continue to create/review additional enhancements, Barling Bay will support the roll out these subsequent versions.



Kathleen Liparini, DBA

Essentris Team

- Andrews AFB, MD – Ed Dries, SA
- Aviano AB, Italy – Hector Garza, SA
- Eglin AFB, FL – Paul Wilson, SA; Mylena McKeever, DBA
- Elmendorf AFB, AK – Kathleen (Kit) Kennedy, SA
- Keesler AFB, MS – Laura Bass, SA
- Lackland AFB, TX – Stanley (Chris) Millender, SA
- RAF Lakenheath, UK – Ieisha Casiano, SA
- Langley AFB, VA – Gregory McKee, SA
- Misawa AB, Japan – Jason Feeney, SA
- Mountain Home AFB, ID – Margaret Isner, SA
- Nellis AFB, NV – William Norrish, SA
- Osan AB, Korea – Robert Waddle, SA
- Travis AFB, CA – Rose Tapnio, SA; Roland Llanes, Trainer; Kathleen Liparini, DBA



Roland Llanes, Trainer

BARLING BAY LLC
AN OLD HARBOR COMPANY



Three Saints Bay Support

Please remember that we have Three Saints Bay resource support always available to assist in any way! For questions, please contact:

Payroll: April Cokley acokley@threesaintsbay.com (843) 725-6806

HR: Rebecca Witherspoon rebecca.witherspoon@threesaintsbay.com
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FSO: Beverly Buswell bbuswell@threesaintsbay.com (843) 725-6805

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OUR CLIENTS



Department of Homeland Security (DHS)



DHS Immigration & Customs Enforcement (ICE)



U.S. Air Force



U.S. Navy



U.S. Transportation Command (USTRANSCOM)



Department of the Interior Bureau of Indian Affairs (BIA)



Department of Veterans Affairs (VA)



Department of Justice Drug Enforcement Administration (DEA)



Department of the Treasury Internal Revenue Service (IRS)

Letter from the President

By Dan Jenrich

Business development is paramount in today's market.

Repeatedly, I have emphasized organic growth, increasing win-rates through a mature past performance capture and proposal process. We must be aggressive yet robust in our effort on keeping our current work, developing relationships and targeting new business. As part of this, Barling Bay has revamped its business development organization. With the departure of several members of the Business Development team, we have capitalized on this opportunity to employ four new talented individuals and enhance our already focused team. Business Development is a passion which must be embraced by everyone within the company in order to build a successful organization in this challenging market. I like to refer to Barling Bay as a company that is now competing in a non-advantaged market. We are no longer a small business, except when subcontracted to a large prime on Federal government contracts, providing the Small Disadvantaged Business classification to the Prime towards their Small Business Utilization goals. Although our mid-sized revenue has us competing in the full and open arena, we must remember that we remain agile as an ANC building upon our abilities and cash flow, which differentiates us from the others. Barling Bay's moves may appear dramatic, but the factors that the company is dealing with are not unique to the industry.



Many factors have created a market of uncertainty. Challenges include: sequestration, budget cuts, continuing resolutions, congressional fights over the debt ceiling, an emphasis on lowest price technically acceptable contract awards, fewer new contracts, contract consolidation, and solicitation release and contract award delays. All are contributors to our challenge but are NOT road blocks. Companies across the market are reacting in a variety of ways, depending on the type of work they do and the kind of business lines they are. We have seen companies making acquisitions and investing in infrastructure and new technologies. It isn't really an option to not react.

Barling Bay's growth stagnated in 2012, and its pipeline of new work and related growth strategy had gone unaddressed. With our recharged business development focus, Barling Bay is addressing these challenges with change, moving to get ahead of the curve of what we see as an increasingly competitive market. Our objective is to get out in front of the issues that are looming and get ourselves in a position to compete with a different style, different leadership and different expertise.

In 2013, we are expanding our available contract vehicles, and have been successful in winning multiple prime roles on the SPAWAR Atlantic Small Business Set Aside Pillars, not to mention the numerous subcontracting positions on similar contract vehicles. We are diversifying our portfolio of agencies with whom we seek work. We are building strategic teaming partners with whom we can partner and team on opportunities, allowing us to not only increase revenue but gain entrée to new markets and build past performance. These are all building blocks that will allow us to position ourselves for a strong 2014.

Warm Regards,

Dan Jenrich, President, Barling Bay, LLC

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OUR HERITAGE

Established in 2002 as an Alaskan Native Corporation (ANC) providing Information (IT) solutions, Barling Bay, LLC received its 8(a) certification from the Small Business Administration (SBA) in 2005.



Barling Bay is owned by Old Harbor Native Corporation and is a subsidiary to Three Saints Bay, LLC, a holding company that provides contracts, financial, human resources and IT support to our organization.

Together, we proudly represent the traditions and economic development of the Old Harbor community, a geographically isolated village of approximately 300 residents of the south-central coast of Kodiak Island, Alaska.



Harvey Mudd Clinic Presents Year End Project



By: Dr. Michael Joost

The 2012-2013 Barling Bay Harvey Mudd College Clinic student team, the third team sponsored by Barling Bay, presented the state of their project on Thursday, March 28 at the Lunch & Learn in the Charleston office. Five members of the team traveled from the Harvey Mudd campus in Claremont, CA to share their findings. Barling Bay, sponsor since 2009, is one of over 375 industry partners that have sponsored the Harvey Mudd College Clinic since its inception. Each year, students research a real-world technical challenge for their sponsor. Under the direction of Dr. Michael Joost, the team was tasked with designing a prototype asset-tracking system that could locate assets to a specific room.

The team's focus was to design and build a proof-of-concept infrared asset-tracking system that could be used with minimal impact on existing communications infrastructure while requiring little to no new infrastructure. An example of the application in a hospital setting would enable the location tracking of capital equipment needing calibration or service. The equipment is often moved on an emergency basis without documentation, quickly becoming "lost" to maintenance personnel, requiring a room-by-room search to locate. This system would support an online query to determine the current location of the device, resulting in significant savings in maintenance costs as well as potential litigation caused by an improperly calibrated device.

In order to meet the project design goals, the team developed a system consisting of a small, battery powered, mobile tag that communicates using infrared (I/R) signals to a fixed I/R receiver. The receiver interfaces via existing powerlines, establishing a powerline network to communicate with a server. Since the I/R signal cannot pass through walls, any signal emitted by a mobile tag can only be detected by an I/R receiver located within the room. The I/R receiver then forwards a message to the server via the powerline, logging the tag in that room.

The team is still attempting to increase the I/R communication range examining the trade-offs of battery life versus power requirements necessary to extend the range. If time permits, the Harvey Mudd team plans to also examine the potential of detecting movement so the transmission rate can be increased while the asset moves and can be decreased significantly while the device is stationary.

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SAVE THE DATE!

Barling Bay
Family Fun Day

May 18, 2013

Please join us for a day of
employee recognition and
family fun!

Where: Elks Lodge, 1113 Sam
Rittenberg Blvd, Charleston, SC

When: 2:00-6:00 p.m.

Families will enjoy a cookout,
the Adrenaline Rush inflatable
obstacle course, 19 ft. water
slide, Slip-n-Slide, Laser Tag,
Bingo with prizes, and a
caricature artist.

The picnic area has a small
playground and a large grassy
area for Frisbee, kick ball, or
whatever your heart desires!

Here We “Grow” Again!



Name: Terry Titus
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Customer/Project: GAS/GAM
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Name: Nicole Silva
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Customer/Project: AMC Mission
Systems Mobile Technical
Architecture
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Name: Jason Rekas
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Name: Brandon Woodland
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Name: Katalin Hopkins
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Name: Amy Williams
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Welcome to all of the
new members of the
Barling Bay team!



Giving Back to Our Community

Barling Bay encourages our employees to be involved and give back to their communities. We would love to hear from those employees who regularly volunteer in the community. This would help Barling Bay identify what community service activities, programs, and organizations you support. Please email us at beacon@barlingbay.com and share your community service experience! Whether you volunteer at your local animal shelter, are active in Big Brothers/Big Sisters, or coach a youth sports team, we are interested in hearing from you!

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STAY TUNED!

Upcoming Lunch & Learns this quarter will include:

April 25th

Speed Networking

Join us for an interactive, fast-paced networking event to get to know the Barling Bay family. You may even win a prize!

May 30th

Barling Bay's Capabilities

Learn about the many facets of Barling Bay. We have many unique quals to share. Come to find out more and be proud!

June 27th

The Business Development Game

Everyone plays a part in Business Development. Join us for a unique Business Development game show to learn how you fit as a piece of the puzzle.

2013 L&L Schedule:

- July 25th
- August 29th
- September 26th
- October 31st
- November 21st
- December 19th

Barling Bay Launches New Lunch & Learn Program for 2013

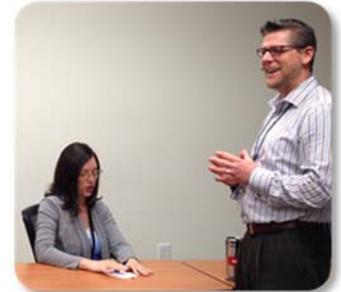


**January's Lunch and Learn
Barling Bay Project Spotlight featuring
USAF Essentris and JEOD**

Staff from our Shiloh, IL office and other offsite locations joined our Charleston, SC office via webex for the launch of our 2013 Lunch & Learn program. This inaugural edition featured special presentations from Claire Allen on our work with the US Air Force Essentris program and from Jim Hoistington on our work with the Joint Explosive Ordinance Disposal Decision Support System (JEOD DSS).

**February's Lunch & Learn
The Barling Bay/Old Harbor Story**

For our second edition, participants in the Charleston, SC office and on webex were treated to a history of the Barling Bay and Old Harbor story. Lawrence Armstrong, Portfolio Manager at Barling Bay, provided insight into the structure of the Old Harbor family, the founding of Barling Bay, and the Alaskan Native heritage of the Alutiq tribe on the island of Kodiak, Alaska.



**March's Lunch & Learn
Asset Tracking**

In addition to the year-end briefing provided by the Harvey Mudd Clinic student team, the March Lunch & Learn featured a staff presentation from Doug Benefield, Senior Scientist, on Asset Tracking.



Barling Bay Celebrates the Holidays



Staff in our Charleston office participated in an Easter egg hunt on Friday, March 29th.