

CORE COMPETENCIES

- **Enterprise software implementation and IT modernization program management** — from requirements through design, build, cutover, go-live, and legacy decommissioning.
- **Program governance:** scope, schedule, budget, risk, and change control; executive dashboards and stakeholder reporting.
- **Agile, Waterfall, and hybrid delivery;** Scrum Master facilitation; PMO stand-up and management operating rhythms.
- **Vendor, subcontractor, and systems-integrator coordination** across multi-site, multi-vendor deployments.
- **Requirements elicitation and business analysis,** UAT coordination, and organizational change management.
- **Tools:** Microsoft Project, Jira, Azure DevOps, Smartsheet, Visio, Microsoft 365.

DOMAIN DEPTH

Utilities & Energy — 40+ implementations for electric, gas, and water utilities, including Advanced Metering Infrastructure (AMI), Meter Data Management (MDM), and Meter Asset Management (MAM) deployments spanning operating companies, communications networks, systems integrators, and field crews.

Regulated & Mission-Driven Environments — Healthcare system implementations (provider and DoD health systems) and federal benefits operations. The same delivery discipline applies to any regulated enterprise program: healthcare, federal, financial services, and critical infrastructure.

DIFFERENTIATORS

- **SBA-certified SDVOSB and VOSB (October 2026)** — eligible for SDVOSB set-aside and sole-source awards. Qualifies as a similarly situated entity under FAR 52.219-14, so Equitas workshare counts toward a prime's self-performance requirement on SDVOSB set-asides.
- **Proven at scale:** seven \$1M-\$4M programs delivered within approved budget and on or ahead of schedule.
- **PMP certified;** PMI-ACP in progress; MBA.
- **Principal-led delivery on every engagement** — the person who scopes the work runs it. No hand-off to junior staff.
- **U.S. Army veteran (Sergeant, honorable discharge)** — structured execution and accountability under pressure.

RELEVANT EXPERIENCE (Principal)

Project Manager, Radian Research, Inc. (2018-2026) — Led 40+ enterprise software implementations for utilities nationwide, including AMI and MAM deployments. Owned charter-through-closeout delivery, SOW and change-order administration, and executive reporting across concurrent multi-company programs.

Consultant, Cerner Corporation (2016-2017) — Requirements, implementation sessions, and go-live support for healthcare system deployments; client relationship management during cutover.

NAICS CODES

541611 — Administrative Management & General Management Consulting Services (Primary)

541618 — Other Management Consulting Services

541512 — Computer Systems Design Services

COMPANY DATA

SBA Certifications

Service-Disabled Veteran-Owned (SDVOSB)

Veteran-Owned (VOSB)

VetCert — certified 10/04/2026, valid through 10/04/2029

UEI

PB6TL9RFBZ2

CAGE Code

22ZT9

Entity

Single-Member LLC, Missouri (est. 2026)

Business Size

Small — all listed NAICS

Address

5911 NE Southwood St
Lee's Summit, MO 64064

Email

kfrancis@equitasllc.net

Web

equitasllc.net

Insurance

Professional Liability (E&O), \$1M / \$1M

Engagement Models

Prime contract or subcontract / teaming

Corp-to-corp (C2C) or W-2 contract

Delivery

Remote nationwide

On-site Kansas City metro; travel as required

Point of Contact

Kyle Francis

Founder & Principal Consultant