

CAPABILITY STATEMENT

Previs Solutions LLC

UEI: LK6WYV5N8249

GSA: 47QTCA21D005S

EIN: 83-3231927

D-U-N-S: 117424921

CAGE Code: 8KR98

FSBA 8(a) Certified Small Business

Maryland DOT Certified

MBE, SBE, DBE – Certification #: 22-497

SBR#: SB24-062855

LSBRP & LBPP , MFD-MBE: Active

NAICS Codes : 541511, 541512, 541519, 561422, 519290, 513210, 518210

CATS+ Master Contract #060B2490023 | Functional Areas: FA 5, 7, 8, 10, 11, 17

eMMA Vendor ID: SUP751871

Company Overview

Founded in January 2019, Previs Solutions is a Maryland based IT services company specializing in agile software development, digital transformation, and Salesforce implementation. With over 88 employees and a 97% employee retention rate, we operate through a hybrid US, near-shore, and offshore delivery model. Our leadership brings deep expertise in managed services, with a focus on insurance, financial services, and federal sectors.



Industry Solutions & Focus Areas

Insurance

Policy automation, claims handling, underwriting, 360° customer view, agent tools, compliance support

Banking & Finance

Loan processing, KYC/AML, portfolio tools, digital payments, risk analysis, AI-based insights

Healthcare

Patient management, enrollment support, mobile apps, caregiver portals, personalized experiences

Education

Admissions portals, WhatsApp support, AI for student tracking, unified student lifecycle view

Manufacturing

Sales & operations planning, ERP/CPQ, inventory tracking, partner portals, mobile & e-commerce tools

Real Estate

Property listings, proposal generation, site visit planning, document automation, performance tracking

Retail & Distribution

Route planning, order tracking, distributor portals, mobile sales, incentive tracking

Professional Services

Opportunity tracking, forecasting, project dashboards, quality assurance, resource planning

Differentiators

- Insurance Industry Depth:** Years of domain-specific implementations with compliance awareness
- Salesforce Certified Talent:** Deep bench of multi-cloud specialists and MuleSoft integrators
- Agile "DADDS" Model:** Documented, Accountable, Scalable delivery, Deliverable focused,
- Cost-Effective Delivery:** Hybrid onsite-offshore model with 24/7 support coverage
- Proven Success:** : Rapid onboarding, real-time visibility, improved CX and automation results

Past Performance

- Human Rights Organization:** We helped a global human rights NGO improve partner onboarding and communication by building a Salesforce-based portal.
- Online Lender:** For an online lender, we created a digital loan application system integrated with their website and Salesforce to boost efficiency and conversions.
- Medical School:** We supported a medical school with a student portal connected to Salesforce and WhatsApp, leading to a 30% increase in admissions.

Salesforce Platform Expertise

43+

Salesforce Certifications

30+

Successful projects

16

Salesforce Professionals

Partner Expertise in: Sales Cloud, Service Cloud, Marketing Cloud, Non-Profit Cloud, Education Cloud, Experience Cloud, Mulesoft, Heroku.

Key Functional Areas:

- Lead to Quote / Quote to Cash
- Configure Price Quote
- Sales Forecasting
- SLA & Field Service Management
- Omnichannel Campaigns & Journey Builder
- Customer & Partner Portals
- Secure, scalable data integrations



Core Competencies

- Salesforce Implementation (Sales, Service, Industry, Marketing Clouds, and more)
- Salesforce AppExchange Development (Product Development, Security Reviews, Package Development and Store Deployment)
- Salesforce Maintenance & Optimization
- MuleSoft Integration & API Management
- Salesforce Digital Experience and Community Portals
- App & Platform Integration (ERP and Custom Integrations)

Software Engineering & Cloud Services

- Agile Software Development
- DevOps & QA Testing
- Application Modernization
- Cloud Migration & Hosting (AWS)
- Custom CRM/ERP Solutions
- Web Portal Development

CCaaS Solutions

Proprietary platform: myOmniDesk™ Contact Center as a Service (CCaaS)

Education Cloud

Experience Cloud

Non-Profit Cloud

Marketing Cloud

Mulesoft

Customer Success

Sales Cloud

Service Cloud

Salesforce Platform

Heroku