

Company Overview

Northmark Enterprises is a cognitive architecture and enterprise systems firm serving prime contractors on federal and state technology programs. Founded by Jeff Kimble after fifteen years inside Guidehouse, Deloitte Digital, Magnet 360, and NeuraFlash -- delivering across municipal agencies, state health and transportation systems, and federal programs. Active Secret clearance and Public Trust through 2028. SDVOSB and 8(a) set-aside pathways (both in process). 24-hour teaming response SLA.

Core Competencies

- **Cognitive Architecture & Agentic Workflows**
LangChain/LangGraph orchestration, Copilot Studio, RAG over sensitive document collections, AI governance (OMB M-24-10, NIST AI RMF).
- **Graph Knowledge Bases & Data Science** Neo4j knowledge graphs, graph data science pipelines, entity resolution, compliance knowledge graphs, legacy-to-graph interop.
- **Enterprise Modernization & Regulated Delivery** Solution architecture (Salesforce 13+ yrs, ServiceNow, Azure), TPM for teams of 3-50+, legacy migration, IT governance (ITIL/COBIT/TOGAF).

Differentiators

- **Cleared principal.** Active Secret + Public Trust through 2028.
- **15 years inside primes.** Guidehouse, Deloitte Digital, Magnet 360, NeuraFlash.
- **Builds what he architects.** Internal RFP pipeline runs on LangChain, LangGraph, and custom classification engine -- production daily.
- **5 Salesforce certifications** continuous since 2012.
- **Principal-engaged delivery.** Jeff on every engagement; specialists direct-engaged, never resold.
- **Fast teaming response.** Cap statement, resume, NAICS alignment, SAM verification -- typically within 24 hours.

Representative Experience

- **CA High-Speed Rail Authority (Guidehouse, 2022-present)** -- enterprise program management system; 40% velocity improvement, 23% escalation reduction.
- **CA Dept. of Health Care Services (Guidehouse, 2022-present)** -- IT and AI governance across 11 enterprise applications serving 13M+ Medi-Cal beneficiaries.
- **Georgia Grant Management (Guidehouse, 2024-present)** -- productized single-state build into multi-state platform; 60% faster deployments, \$10M+ revenue potential.
- **FEMA / CDC** -- solution architecture leadership and technology strategy under federal compliance frameworks.
- **CO Emergency Services -- COVID-19 (2019-2020)** -- rapid statewide PPE order-management deployment under declared state emergency.

NAICS Codes

541611	Administrative & General Management Consulting Services
541618	Other Management Consulting Services
541511	Custom Computer Programming Services
541512	Computer Systems Design Services
541519	Other Computer Related Services
518210	Computing Infrastructure, Data Processing, Hosting & Related

POINT OF CONTACT

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