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14 August 2019

Mr. Merv Leavitt

BSTC
c/o
ATI (Advanced Technology International)
315 Sigma Drive
Summerville, SC 29486

Submitting via email to:
BSTCconsortiumManagementFirm@ati.org

Re: EY Application for BSTC membership

Dear Mr. Leavitt,

Thank you for the opportunity to apply for membership into the Border Security Technology Consortium (BSTC).

Our EY Government & Public Sector (EY GPS) division has a strong track record of strengthening national security by developing and deploying innovative technologies and partnering with start-ups and small businesses to bring commercial best practices and prototypes to our US Federal and Global government clients.

EY GPS currently works across Departments of Defense and Homeland Security and believes we can bring the same level of innovation to the border security mission of the U.S. Customs and Border Patrol.

In addition to our disruptive technology services, we have a robust Global Trade Office that works closely with DHS and other public sector and private industry clients.

Our team combines the technical insights, management capabilities and strong people skills to work effectively and closely with DHS.

As requested, please find our firm's border security technology qualifications and application on subsequent pages.

If you have questions, please feel free to contact me at (703) 577 7601 or george.atalla@ey.com.

Sincerely yours,

George Atalla

Partner

Our Experience

EY's Government and Public Sector (EY GPS) division focuses on enhancing mission effectiveness across our US, state and local and global government clients through deploying innovative technologies and empowering start-ups to test and deploy nationally security related prototypes into the field.

In addition to our US Government law enforcement and intelligence community clients, we have helped strengthen select allied governments with border and trade services, such with Canada and their Royal Canadian Mountain Police organization.

EY GPS' *Innovation Accelerator* method helps clients to innovate and problem solve through an open flow of ideas, people, and knowledge across the organization, as well as the external environment of customers, suppliers, peer industry participants, and other leading practices. We use a variety of approaches, tools and accelerators to bring solutions to life.

Our *Wavespace centers* feature a shared methodology and platform that combines disruptive technologies such as:

- Artificial intelligence
- Robotics process automation (RPA)
- Blockchain
- Data analytics
- Digital
- Customer experience
- Cyber security

These *Wavespace centers* contain a combination of design studios, facilitated workshops, and labs that serve as research environments to explore and pilot new technologies against client issues.

EY GPS' Department of Homeland Security (DHS) practice has the breadth of experience and technology capabilities to support Customs and Border Protection's (CBP) modernization efforts. We leverage our established innovation hubs, practices and techniques to drive creative ideas and foster cross-organizational collaboration with our clients.

Some of our current DHS clients include:

- Immigration Customs and Enforcement
- United States Coast Guard
- United States Citizenship and Immigration Services

The DHS practice focuses its technology innovation in the following key areas:

- Customs, trade and supply chain modernization
- Human capital and hiring
- IT Modernization
- Cyber security
- Cost management and effectiveness

Border security initiatives are at the forefront of transformational change within DHS. We have a strong record of supporting complex and highly-visible government and commercial organizations, helping them achieve and sustain performance. Our approach to respond to these initiatives is to focus both on transforming programs as well as optimizing operations, centered on making DHS work better for the people.