

# FLOWSTATE TECHNICAL SOLUTIONS, LLC

“Precision. Reliability. Mission First.”

---

## COMPANY OVERVIEW

**FlowState Technical Solutions, LLC** is a Service-Disabled Veteran-Owned Small Business (SDVOSB) based in Yukon, Oklahoma. Founded and led by **Robert A.B. Ervin II**, a U.S. Air Force veteran and current government IT professional, FlowState delivers mission-ready IT, networking, systems integration, and technical support solutions to federal, state, and local agencies.

FlowState specializes in secure, reliable, field-proven technology deployments – particularly in environments where uptime, compliance, and operational readiness are critical.

We operate with a mission-first mindset shaped by military service, law enforcement support, and real-world field engineering experience.

---

## CORE COMPETENCIES

### Network Infrastructure & SD-WAN Deployment

- WAN/LAN design and administration
- Software-defined networking (SDN)
- Peplink and Sierra Wireless deployment & configuration
- Multi-location, multi-point WAN environments
- Vehicle-borne router installation and VPN configuration
- 4G/5G cellular failover systems
- Field deployment in remote and austere environments

### Government IT Operations & End-User Support

- Tier I–III technical support
- On-call mission-critical IT response (24/7 support environments)
- Active Directory administration
- Microsoft Azure & Intune administration
- Office 365 & cloud services management
- Hardware lifecycle management
- System imaging & configuration

- IT modernization training (Windows 10 → Windows 11 transition)

## **Public Safety & Law Enforcement Technology Support**

- Direct IT support for Oklahoma Highway Patrol – Troop S
- Support of Commercial Motor Vehicle Enforcement units statewide
- Field systems requiring constant connectivity to multiple databases
- IT support for first responders and dispatch communication centers
- Secure VPN configuration for law enforcement database access

## **Systems Installation & Field Engineering**

- Nationwide deployment of network equipment
- Independent field installations for enterprise clients:
  - Walmart
  - Sam's Club
  - Mathis Brothers Furniture
- Hardware install, decommissioning, and upgrades
- Structured troubleshooting and fault isolation

## **Secure Environment & Compliance Awareness**

- Understanding of federal procurement standards
  - Familiarity with DoD and law enforcement IT requirements
  - Experience working within regulated, security-sensitive environments
  - Awareness of DFARS, cybersecurity compliance frameworks, and NIST standards
- 

# **DIFFERENTIATORS**

## **Veteran-Led Discipline & Leadership**

Founder Robert A.B. Ervin II is a **U.S. Air Force veteran (2004–2010)** specializing in:

- Airfield systems
- Ground radio and electronics
- Mission-critical communications infrastructure

Graduate of **Airman Leadership School (ALS)** – trained in:

- Supervisory leadership
- Military management principles
- Professional ethics
- Operational accountability
- Team development and decision-making under pressure

Military training instilled:

- Zero-fail mindset
  - Mission accountability
  - Structured problem solving
  - Documentation discipline
  - Chain-of-command clarity
  - Operational tempo execution
- 

## **Embedded Government Experience**

Robert currently serves embedded within the State of Oklahoma supporting Oklahoma Highway Patrol Troop S.

He operates as:

- Primary IT point of contact
- First-line IT responder
- Systems administrator
- Field support engineer
- Trainer for over 100 law enforcement personnel statewide

This gives FlowState:

- Real-time understanding of government operational needs
  - Firsthand knowledge of procurement cycles
  - Familiarity with compliance, funding structures, and agency workflows
  - Practical insight into what agencies actually require – not theory
- 

## **Field-Proven, Independent Operator**

Robert has:

- Traveled nationwide to remote locations
- Completed installations independently
- Worked with minimal support structure
- Managed projects from deployment to resolution

FlowState is built around:

- Self-sufficiency
- Technical depth
- Calm under pressure
- Accountability without supervision

---

## Cybersecurity Focus & Education

- Currently pursuing a Bachelor's Degree in Cybersecurity (Purdue Global)
- Long-term strategic focus on cybersecurity compliance and federal frameworks
- Commitment to continuous professional education
- Network+ and Security+ certified background

---

## COMPANY INFORMATION

**Legal Name:** FlowState Technical Solutions, LLC

**Structure:** Limited Liability Company

**Owner:** Robert A.B. Ervin II

**Designation:** Service-Disabled Veteran-Owned Small Business (SDVOSB – Pending/Targeted)

**Location:** Yukon, Oklahoma

---

## NAICS CODES (Primary Targets)

- 541519 – Other Computer Related Services
  - 541512 – Computer Systems Design Services
  - 541513 – Computer Facilities Management
  - 541611 – Administrative & General Management Consulting
  - 423430 – Computer and Peripheral Equipment
  - 423690 – Electronic Equipment & Supplies
  - 334111 – Electronic Computer Manufacturing (Reseller/Integrator context)
  - 334290 – Communications Equipment Manufacturing
  - 811212 – Computer and Office Machine Repair
- 

## TARGET MARKETS

- Department of Defense (DoD)
- State & Local Government
- Law Enforcement Agencies
- Public Safety Departments
- Educational Institutions
- Infrastructure & Utilities

- Small and Mid-Size Government Contractors
- 

## PAST PERFORMANCE SNAPSHOT

- Oklahoma Highway Patrol – Troop S (IT Operations Support)
  - FAA Flight Check Operations (Logistics & Technical Support)
  - Devon Energy (Technical Support)
  - Chesapeake Energy (Technical Support)
  - Walmart (Nationwide Network Installations)
  - Sam’s Club (Field Installations)
  - Mathis Brothers Furniture (Infrastructure Work)
- 

## CORPORATE PHILOSOPHY

FlowState operates under three principles:

### 1. Mission First

Every deployment, every configuration, every ticket – treated as mission-critical.

### 2. Precision Execution

No guesswork. Structured troubleshooting. Documented processes.

### 3. Reliability Above All

Technology must work when lives, safety, and operations depend on it.

---

## STRATEGIC POSITIONING

FlowState is intentionally structured to scale through a disciplined “Snowball Strategy”:

- Begin with simplified acquisitions
- Build performance history
- Establish strong past performance records
- Scale into larger federal and state contracts
- Transition toward advanced cybersecurity and infrastructure contracts

This method prioritizes:

- Low-risk entry
  - Sustainable growth
  - Credit strengthening
  - Operational maturity
- 

## **WHY FLOWSTATE**

FlowState is not a break-fix shop.

FlowState is not a hobby business.

FlowState is not theory.

It is built by:

- A military-trained communications technician
- A current embedded government IT professional
- A field engineer with nationwide deployment experience
- A disciplined operator who understands public safety mission impact

When uptime matters, FlowState delivers.