



GENESIS CONCEPTS LLC

Department of Defense Financial Management Consulting

Sean May, Owner

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Gainesville, VA

CORE COMPETENCIES

- Navy ERP Financial Module support: transaction posting, reconciliation, and unmatched-transaction (UMT) resolution
- PIEE (Procurement Integrated Enterprise Environment) administration: GAM-level access management, role/permission control, Segregation of Duties (SoD) compliance
- Working Capital Fund (WCF) accounting and financial statement compilation
- Audit readiness and remediation: GL/UTB reconciliation, Adjusted Trial Balance development, auditor walkthroughs
- Expired funds management, RCC processing, and upward obligation execution under FMR/CNRMCM guidance
- Tri-Annual/DARQ dormant account reviews and buying-power reconciliation, including multi-source data consolidation and deobligation identification
- SOP development, desk guides, and end-user training documentation

DIFFERENTIATORS

- Active DoD Secret security clearance — able to begin cleared work immediately upon sponsorship
- 50+ years combined Department of Navy financial management experience: 9 years from the principal (NAVSEA, KPMG-supported DON engagements) and 45+ years from senior SME (including a GS-15 Director-level NAVSEA tenure)
- Track record on high-dollar remediation and reconciliation: ~\$50M in expired funds oversight (300+ RCCs, up to \$4M each); ~\$14.5M in reimbursable issue resolution; \$2.48B+ in progress payment validation; and 1.5B+ GL / 20M+ UTB records reconciled monthly
- Proficient in Alteryx and Tableau for financial data automation, ETL workflows, and executive-level reporting
- Small business agility: principal-led engagements, no subcontractor layers

COMPANY DATA

- UEI: TZW1ANYJSJN5
- CAGE Code: 9DE79
- NAICS: 541611 (Primary) – Administrative Management and General Management Consulting Services
- NAICS: 541618 – Other Management Consulting Services
- Business Size: Small Business
- Certifications: None currently held

PAST PERFORMANCE

NAVSEA Enterprise Business Office (NEBO) — PSI (prime), Patuxent River / California, MD

1099 Subcontract, Genesis Concepts LLC | September 2024 – April 2026
Served as Navy ERP Financial Module SME, PIEE SME, and Period End Close Coordinator for NAVSEA NEBO: coordinated period-end, mock close, and year-end close; supported financial posting/reconciliation and UMT/access ticket resolution; served as NAVSEA PIEE Government Administrator managing user roles and SoD compliance; supported release planning, testing, and end-user training. Also provided utility support to NAVSEA SEA-01 on Tri-Annual/DARQ dormant account reviews and buying-power reconciliation — consolidating multi-source data, deduplicating primary keys, and coordinating with program offices to adjudicate funding accuracy.

KEY PERSONNEL

Sean May — Owner

12 years professional experience, ~9 with DON. NAVSEA PMS-407 Program/Business Financial Manager; NAVSEA SEA-01 Financial Analyst; KPMG Financial Lead, WCF Transaction Universe Team supporting USN FM&C, with auditor walkthroughs alongside Ernst & Young; also 2.5 years supporting Defense Health Agency (DHA) Financial Operations Division on policy and SOP development. Full remediation and reconciliation figures under Differentiators.

Pamela Morgan Marcinko — Senior DON Financial Management SME, Co-Owner

45+ years of DON financial management experience, 35 with NAVSEA — progressing from entry-level financial/budget roles through GS-15 Director-level leadership (NAVSEA Financial Policy & Procedures; PM for the NAVSEA Financial Improvement Plan/FIAR and the Navy ERP financial implementation, 6,000+ employee migration), then 10+ years as Senior Financial/Technical SME supporting ASN(FM&C) on Procure-to-Pay, SLOA, and DON financial policy. CDFM certified. Currently supporting NAVSEA SEA-01's Buying Power Initiative.

NAICS-ALIGNED KEYWORDS

Navy ERP, PIEE, financial management, Working Capital Fund, audit readiness, GL/UTB reconciliation, FMR, FAR/DFARS, expired funds management, financial statement compilation, Alteryx, Tableau, Department of Defense, Department of Navy, DHA

CORE DIFFERENTIATOR STATEMENT

Genesis Concepts LLC delivers DoD financial management and ERP/PIEE systems consulting, anchored by deep Department of Navy program experience and an active Secret clearance. As a small business, every engagement is led personally by the principal consultant — no bench, no hand-offs.