

SPONSOR SPOTLIGHT



HMS TECHNOLOGIES, INC.

An IT Systems Integrator serving the Federal Government for over 14 years

Who We Are

Corporate Summary/Mission

Headquartered in Martinsburg, West Virginia (WV), **HMS TECHNOLOGIES, INC.** (HMS) is a certified Service-Disabled Veteran-Owned Small Business (SDVOSB) who provides federal clients system and technology integration, program management, business process optimization, and enterprise solutions. In addition to these services, **HMS** is a Value-Added Reseller (VAR), acquiring best-in-class products to provide comprehensive solutions. Built on the principles of duty, honor, and commitment to excellence, **HMS'** mission is to be the most responsive SDVOSB systems integrator in the world; recognized for consistent, award-winning, quality and value.



Where We Come From Humble Beginnings

HMS was founded in 2003 by former Naval Academy graduate and officer, Mr. Harry M. Siegel. The company began in his basement; after working for a large, private sector, IT company, Mr. Siegel was looking to create a lasting legacy via entrepreneurship in continued service to our country. When Section 308 of the Federal Veterans Benefits Act of 2003 amended the Small Business Act, creating the SDVOSB Program, Mr. Siegel established his company that evening! The next day he recruited his friend and U.S. Air Force retiree, Mr. William "Bill" Kirkpatrick to help build the company. Bill brought his Air Force experience as well as his small business entrepreneurship, business development and management experience.



Continued Success

The second year started the trend of success **HMS** now enjoys, with the company's first \$1 million contract. By March of 2004, Mr. Siegel had moved his company out of the basement and into an office building in downtown Martinsburg, WV to accommodate growing business needs. The growth trend continued through the next few years, leading to 8 and 9 figure annual revenue earnings. In 2008, **HMS** moved its corporate headquarters to "the barn", a larger secure facility located just outside of Martinsburg's city limits. Much of **HMS'** contract work takes place here, employing scores of WV citizens and providing quality pay and benefits for all of its employees. It's noteworthy that **HMS** has many loyal employees that have been with the company for more than 10 years!

Under Mr. Siegel's mentorship, Mr. Kirkpatrick has since taken over the leadership of the strategic planning and daily operations for the company as Chief Executive Officer. The last few years have seen unprecedented growth including **HMS** being awarded over \$700 million in new contract awards in 2017 alone.

How We Serve Valued Clients

Since 2003, **HMS** has served more than 25 Federal Agencies via over four dozen major awarded contracts. Although a true Information Technology firm, one of the first and most coveted contracts for **HMS** was providing Medical Products in support of combat-wounded active duty warriors and veterans – and that contract still stands today!

In 2008, **HMS** was awarded the National Health Study for a New Generation of U.S. Veterans. **HMS** conducted a large-scale longitudinal study of over 60,000 veterans, half of which were Operation Enduring Freedom (OEF) and Operation Iraqi Freedom (OIF) veterans. Focusing on the diagnosis and treatment of service-related Post-Traumatic Stress Disorder (PTSD) and Traumatic Brain Injury (TBI), **HMS** conducted complex and detailed surveys in order to locate, diagnose, and provide better treatment for veterans.

One of **HMS'** more recent awards focused on implementing the ServiceNow IT Service Management (ITSM) platform for the VA. Deployed agency-wide, this platform is transforming the way VA performs IT functions. By consolidating fragmented tools and legacy systems; automating manual processes; and providing a secure, scalable, modern system, VA is able to improve productivity and efficiency, reduce costs, and increase customer satisfaction. All of this translates to providing a higher quality of service to our veterans.

Partnered with AMC Health, **HMS** is providing Home Telehealth solutions to VA with the purpose of delivering quality medical care to veterans from the comfort of their own homes. The solution facilitates patient engagement, health monitoring, and care coordination services between VA health care providers and veterans. Care coordinators can collect real-time information on patients remotely; this prevents the need for unnecessary, time-consuming, and costly hospital visits, improving patient engagement, self-reliance, and quality of life while reducing medical costs and penalties, which enables providers and patients to make better use of their time.

Get In Touch

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HMS is a CVE- and
SBA-certified
SDVOSB.

Giving Back

HMS gives back through various charitable organizations and events. The VA Fisher House Foundation builds comfortable homes where military and veteran's families can stay free of charge, while a loved one is in the hospital. **HMS** has sponsored their primary fundraising event, the Fisher House Golf Classic, for the last ten years.

HMS has co-sponsored the Disabled American Veterans (DAV) organization's National Disabled Veterans Winter Sports Clinic (NDVWSC) for the last two years. Every March, the DAV invites hundreds of disabled veterans (free of charge) to a multi-day retreat near Aspen, Colorado where they participate in a number of winter sports activities, creating a positive experience where perceived barriers are broken and a chance to bond with fellow veterans who have shared experiences.

Commitment to WV

Fulfilling **HMS'** commitment to its mission includes bringing jobs to WV. The company currently employs over 160 people, a large portion of which work and reside in the Eastern Panhandle. These WV residents, many of which are veterans themselves, also represent some of **HMS'** most tenured employees, including Executive- and Vice President-level corporate officers. By serving our nation's veterans directly, as well as a plethora of government agencies, **HMS** is putting West Virginians to work!

We thank **HMS Technologies** for their generous support of the Chamber!