



CAYUSE
HOLDINGS

General Council Update

September, 2020

Our Mission & Values

Become the #1 American Indian Commercial and Government Contractor providing trusted value for our clients, reliable & lucrative careers for our employees and contributing to the economic growth of the Confederated Tribes of the Umatilla Indian Reservation

SLOGAN

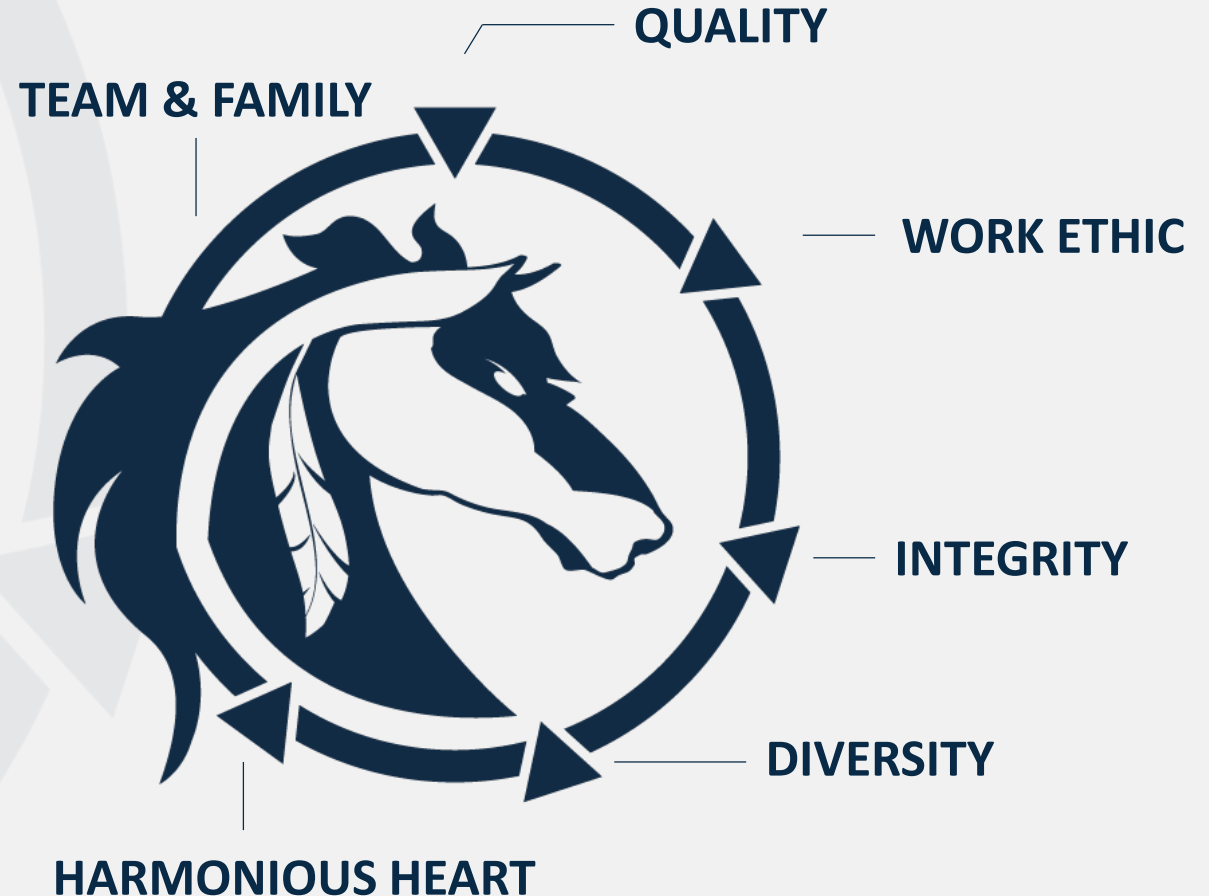
“Value through Innovation”

VISION

Grow the Company, Grow the People

HISTORY

13 years of rock-solid, cost effective delivery w/Accenture DNA & Human Cloud



Our Vision

Grow the Company, Grow the People

Šapáštawaxt kutkutpama Šapáštawaxt natítayt

- Grow sustainable & marketable, technology & business operations skillsets to expand our employment & economic diversity while growing **profitable revenue**
- Create flexible **career opportunities** while growing the focus, scale and depth of our marketable capabilities and offerings
- Contribute to the development of the Tribe, our employees and community while maximizing tribal and rural strengths



Slide from
8/6/2018
General
Council

CTUIR General Council

CTUIR Board of Trustees

“Cayuse Holdings, LLC”

Created Aug. 6, 2018 using the CTUIR LLC Code.

Oversight by a 7-member Board of Directors to be appointed by BOT;
BOD hires and supervises the CEO and delegates the
day-to-day operations to the CEO.

This holding company would not be performing contract work;
it is a holding company for the assets.

Future CTUIR development company
Could house support services and serve as parent of CTUIR
enterprises to be determined.

Company A

Company B

**“Cayuse Shared
Services, LLC”**

Created Aug. 6, 2018.
Will provide support
services such as HR, IT,
Finance, Facilities,
Compliance, Legal, etc.
to the other subsidiary
companies

commercial
(non-government
contracts)

“Cayuse Technologies”
Gov. contracts
8(a) certification

federal
Gov. contracts
non 8(a)



Family of Companies



WILL WE REACH THESE GOALS?

Reinvent ourselves and Implement our Strategic Plan



Our Services:

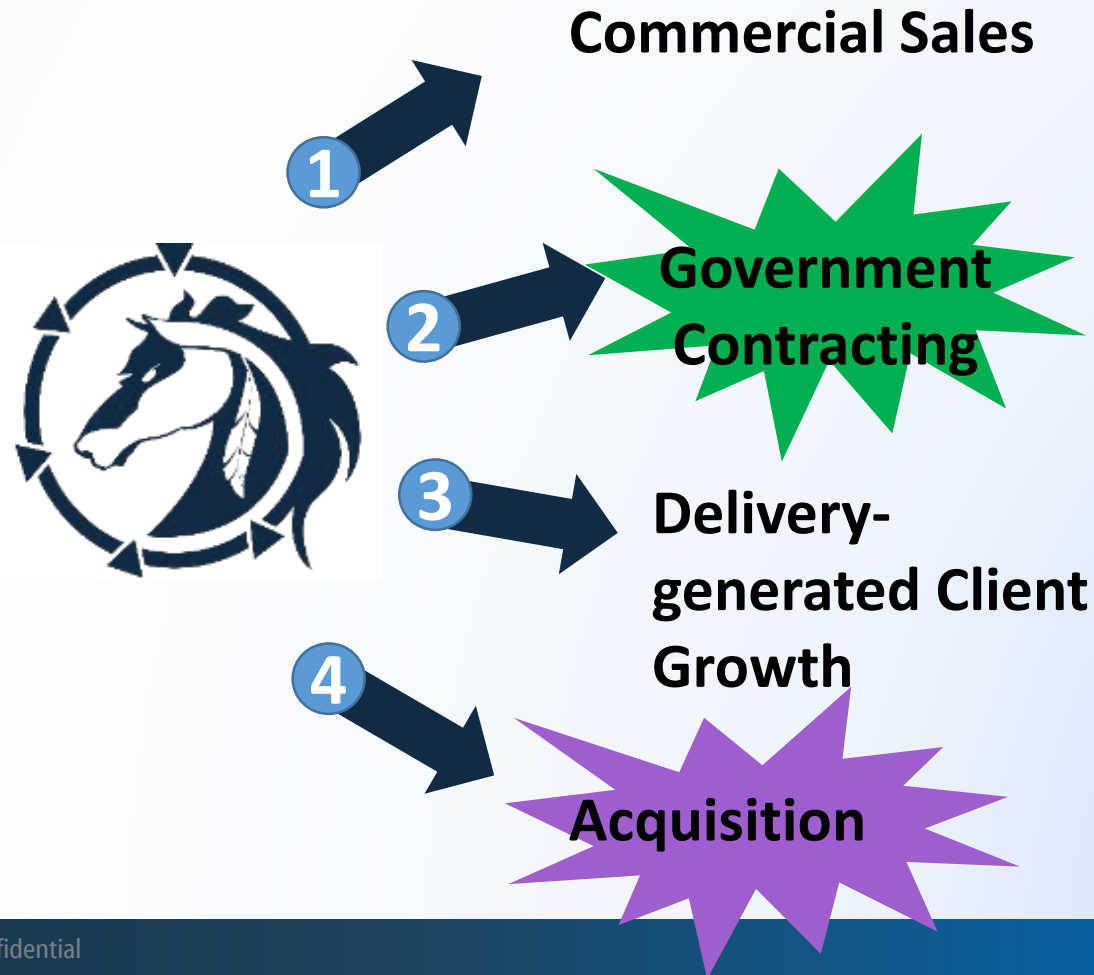
- Service Center
- Business Processes
- Software Development
- Consulting
- Data



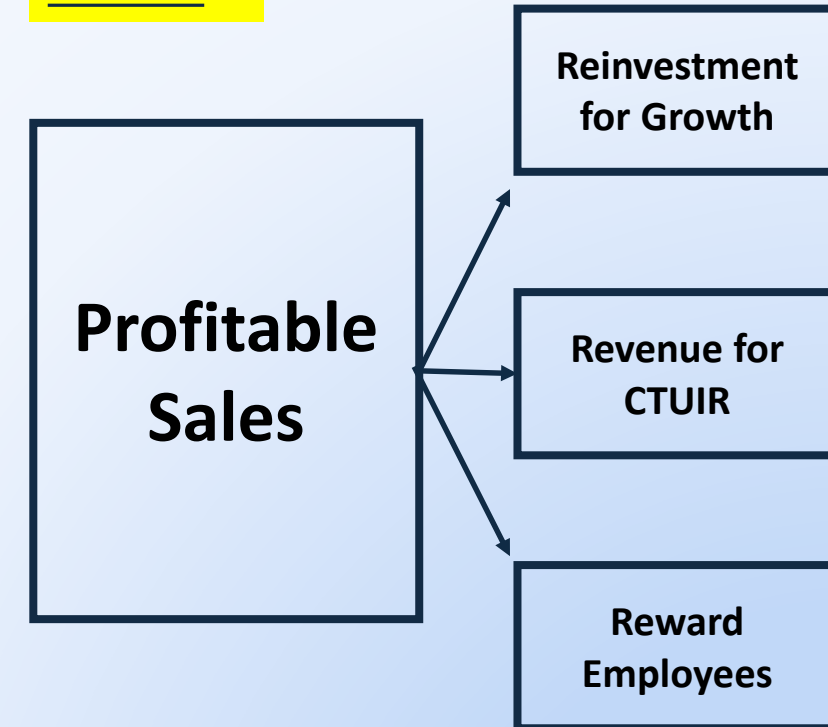
Our People:

- Skilled (CMMI)
- Human Cloud
- Accenture DNA
- Historical Performance
- Cost Advantages

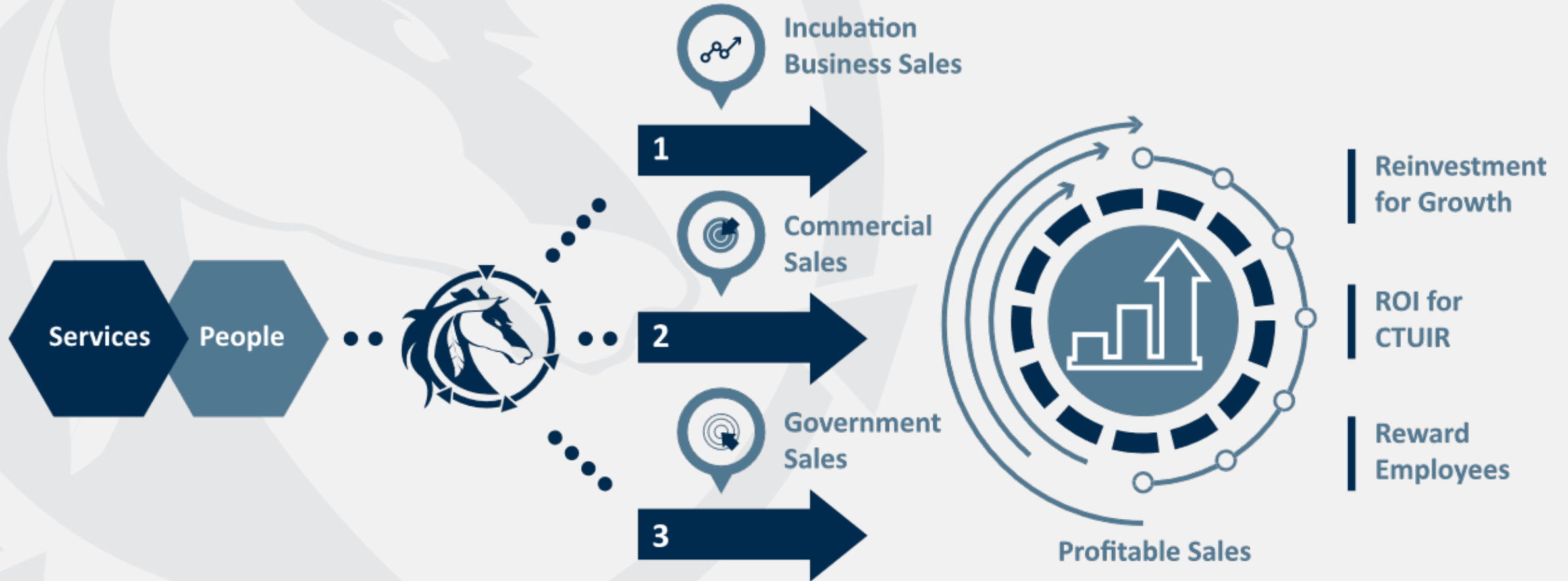
Growth Levers:



Results:



Go-To-Market Model



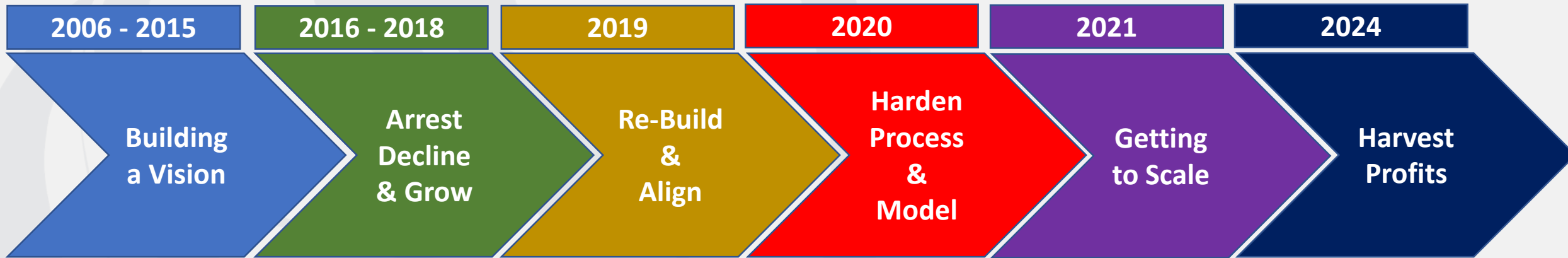
Cayuse is a 100% Indian-owned family of companies serving *commercial & government* clients



Clients Served



Strategy



- Cayuse Technologies formed in 2006
- Steady growth until 2012 (100% Accenture)
- Accenture changed model & key personnel moved on
- Slow decline in revenues & profit

- Core Leadership Team Assembled
- New Commercial logos & services
- Reinvent Cayuse: Tribal 8(a) & DBE; Created Holdings; Acquired & NHV;
- Started six Gov Subsidiaries
- Shared Services

- Merged teams, tools, & processes
- Pruned under performing assets & filled in team
- Morphed Board of Directors
- Established financial relationships
- Began farming Government work

- Further pruned assets, processes & teams
- Focused on hardening policies for scale
- Focus on right-sizing Commercial
- COVID-19
- Evolved Technology

- Farm Gov set-asides & move into full and open
- Separate Market and Commercial & grow both
- Begin to sell Shared Services to reduce costs
- Grow/Prune HPPE
- Upgrade Talent Solutions

- Re-win business & focus on establishing predictable forecast
- Focus on growing margins
- Key acquisitions to allow for sector & niche growth
- Become a predictable profit engine for the CTUIR

CAYUSE HISTORICAL FINANCIALS

■ Revenues
 ■ Expenses
 ■ Profits
 ■ Profit %
 - - - Expon. (Revenues)



Supporting our Parent

Currently Cayuse Holdings pays \$765,000+ annually

- Coyote Business Park property tax: ~\$120,000 each year
(CTUIR Taxation Code, Chapter 6)
- Facility Lease: ~\$630,000 each year
(Triple Net Lease)
- BOD compensation: ~\$15,000 each year
(BOT BOD representation)
- Profit Distribution: \$'s determined each year from profit
(estimated start 2020)

Cayuse has paid in \$7.9M since inception

Thank you!

Questions?



CONFEDERATED TRIBES OF THE
UMATILLA INDIAN RESERVATION

