

# MANAGEMENT

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Axias FL, LLC is a branch office of Axias, Inc. headquartered in Alexandria, VA. In order to prove our financial stability, as requested on page 3 of the RFP, we are providing A Dun and Bradstreet report ran in June 2021 for that office.

Please refer to the following pages for this report.

**dun & bradstreet**

**Axias, Inc.** DUNS: 07-880-0014

Quick View Report

Company Information	
225 Reinekers Ln Ste 200 Alexandria, VA 22314	
This is a <b>single location</b> location.	
<b>Telephone</b>	(703) 706-0400
<b>Chief Executive:</b>	DIRECTOR(S): THE OFFICER(S)
<b>Stock Symbol:</b>	NA
<b>Year Started</b>	2013
<b>Employees</b>	29
<b>Financial Statement</b>	
<b>Sales</b>	NA
<b>Net Worth</b>	NA
<b>History:</b>	NA
<b>Financial Condition:</b>	NA
<b>Financing:</b>	NA
<b>SIC:</b>	1522 8711 1542 1541 8742
<b>Line of Business:</b>	Mgmt consulting svcs, engineering services, industrial bldg cnstrn, nonresidential cnstrn, residential construction
<b>Corporate Family:</b>	
This business is a single location of the corporate family.	

Scores

**PAYDEX®**

**80** ▲

ON TERMS

**Based on up to 24 months of trade.**  
**D&B PAYDEX® Key**

- High risk of late payment (average 30 to 120 days beyond terms)
- Medium risk of late payment (average 30 days or less beyond terms)
- Low risk of late payment (average prompt to 30+ days sooner)

**Credit Limit Recommendation**

Risk Category  
**Low**

Conservative Credit Limit  
**\$25k**

Aggressive Credit Limit  
**\$45k**

## D&B Rating ®

Rating  
**--**

The credit rating was assigned based on D&B's assessment of the company's financial ratios and its cash flow. For more information, see the D&B Rating Key.

Below is an overview of the company's rating history since 06/24/2013

D&B Rating	Date Applied
--	2013-06-24

The Summary Analysis section reflects information in D&B's file as of June 7, 2021

## D&B Viability Rating

**3** Viability Score

Compared to ALL US Businesses within the D&B Database:

- Level of Risk: **Low Risk**
- Businesses ranked 3 have a probability of becoming no longer viable: **3%**
- Percentage of businesses ranked 3: **15%**
- Across all US businesses, the average probability of becoming no longer viable: **14%**

**2** Portfolio Comparison

Compared to ALL US Businesses within the D&B Database:

- Model Segment: **Established Trade Payments**
- Level of Risk: **Low Risk**
- Businesses ranked 2 within this model segment have a probability of becoming no longer viable: **3%**
- Percentage of businesses ranked 2 within this model segment: **16%**
- Within this model segment, the average probability of becoming no longer viable: **5%**

B

**Data Depth Indicator**

Rich Firmographics  
Extensive Commercial Trading Activity  
Basic Financial Attributes

G Descriptive A Predictive

**Data Depth Indicator:**

Rich Firmographics  
Extensive Commercial Trading Activity  
Basic Financial Attributes

I	<b>Company Profile</b>	<b>Financial Data</b>	<b>Trade Payments</b>	<b>Company Size</b>	<b>Years in Business</b>
		<b>Not Available</b>	<b>Available (3+Trade)</b>	<b>Medium</b>	<b>Established</b>

Compared to ALL US Businesses within the D&B Database:

- Financial Data: **Not Available**
- Trade Payments: **Available: 3+Trade**
- Company Size: **Medium: Employees: 10-49 or Sales: \$100K-\$499K**
- Years in Business: **Established: 5+**

**History & Operations**

**History**

The following information was reported: **06/05/2021**

Officer(s):  
 MARTIN JACOBS, PRES  
 SCOTT CULLEN, PRIN  
 MARK LURIA, PRIN  
 SCOTT CULLEM, SEC

**DIRECTOR(S):**  
 THE OFFICER(S)

The Virginia Secretary of States business registrations file showed that Axias, Inc. was registered as Corporation on January 23, 2013, under file registration number 07602287. Business name changed from Hanscomb Consulting, Inc. to Axias, Inc. by charter amendment on October 29, 2020.  
 Business started 2013.  
 MARTIN JACOBS. Work history unknown.  
 SCOTT CULLEM. Work history unknown.  
 MARK LURIA. Antecedents not available.  
 SCOTT CULLEM. Antecedents not available.  
 Business address has changed from 211 N Union St Ste 100, Alexandria, VA, 22314 to 8418 Rainbow Bridge Ln, Springfield, VA, 22153.  
 Business address has changed from 8418 Rainbow Bridge Ln, Springfield, VA, 22153 to 1800 Diagonal Road, Alexandria, VA, 22314.  
 Business address has changed from 1800 Diagonal Road, Alexandria, VA, 22314 to 1800 Diagonal Road, Suite 330, Alexandria, VA, 22314.  
 Business address has changed from 1800 Diagonal Road, Suite 330, Alexandria, VA, 22314 to 225 Reinekers Ln Ste 200, Alexandria, VA, 22314.

**Operations**

06/05/2021  
 Description:

Provides management consulting services, specializing in construction project management. Provides engineering services, specializing in building construction consulting. Contractor of industrial buildings. Contractor of nonresidential buildings, specializing in new construction of commercial or office buildings. Contractor of residential buildings, specializing in new hotel/motels.

**Employees:** 29 which includes officer(s).

**Facilities:** Occupies premises in building.

## SIC & NAICS

**SIC:**

Based on information in our file, D&B has assigned this company an extended 8-digit SIC. D&B's use of 8-digit SICs enables us to be more specific to a company's operations than if we use the standard 4-digit code. The 4-digit SIC numbers link to the description on the Occupational Safety & Health Administration (OSHA) Web site. Links open in a new browser window.

- 8742 0402 Construction project management consultant
- 8711 0401 Building construction consultant
- 1541 9905 Industrial buildings, new construction, nec
- 1542 0101 Commercial and office building, new construction
- 1522 0105 Hotel/motel, new construction

**NAICS:**

- 236210 Industrial Building Construction
- 236220 Commercial and Institutional Building Construction
- 541330 Engineering Services
- 541611 Administrative Management and General Management Consulting Services

## Payments

### PAYDEX®

The D&B PAYDEX® is a unique, dollar weighted indicator of payment performance based on up to 8 payment experiences as reported to D&B by trade references.

3 Month PAYDEX®

**80** ▲

When weighted by dollar amount, payments to suppliers average ON TERMS terms.

Based on payments collected over the last 3 months

24 Month PAYDEX®

**80** ▲

When weighted by dollar amount, payments to suppliers average ON TERMS terms.

Based on payments collected over the last 24 months

When dollar amounts are not considered, then approximately 100 of the company's payments are within terms.

- High risk of late payment (average 30 to 120 days beyond terms)
- Medium risk of late payment (average 30 days or less beyond terms)
- Low risk of late payment (average prompt to 30+ days sooner)

### Payments Summary

Total (Last 24 Months): 8

	Total Received	Total Dollar Amount	Largest High Credit Payment summary	Within Terms	Days Slow			
					31	30-80	81-90	90
<b>Top Industries</b>								
Business consulting	1	\$250.00	\$250.00	100%	0	0	0	0
Nonclassified	1	\$100.00	\$100.00	100%	0	0	0	0
<b>Other Categories</b>								
Cash experiences	5	\$450	\$250	--	--	--	--	--
Unknown	1	\$250	\$250	--	--	--	--	--
Unfavorable comments	0	\$0	\$0	--	--	--	--	--
Placed for collections with D&B:	0	\$0	\$0	--	--	--	--	--
Other	0	N/A	\$0	--	--	--	--	--
Total in D&B's file	8	\$1,050	\$250	--	--	--	--	--

The highest Now Owes on file is \$100

The highest Past Due on file is \$0

There are 8 payment experience(s) in D&Bs file for the most recent 24 months, with 4 experience(s) reported during the last three month period.

## Payments Details

Total (Last 24 Months): 8

Date	Paying Record	High Credit	Now Owes	Past Due	Selling Terms	Last sale w/f (Mo. )
05/2021	Ppt	\$100	\$100	\$0	--	1 mo
04/2021	Ppt	\$250	\$0	\$0	--	4-5 mos
04/2021	(003)	\$50	--	--	Cash account	1 mo
04/2021	(004)	\$50	--	--	Cash account	1 mo
11/2020	(005)	\$50	\$0	\$0	Cash account	6-12 mos
09/2020	(006)	\$250	--	--	Cash account	1 mo
10/2019	(007)	\$50	--	--	Cash account	6-12 mos
06/2019	(008)	\$250	\$0	\$0	--	--

Payments Detail Key: ■ 30 or more days beyond terms

Accounts are sometimes placed for collection even though the existence or amount of the debt is disputed.

Payment experiences reflect how bills are met in relation to the terms granted. In some instances payment beyond terms can be the result of disputes over merchandise, skipped invoices etc.

Each experience shown is from a separate supplier. Updated trade experiences replace those previously reported.

## Banking and Finance

### Statement Update

Key Business Ratios from D&B

We currently do not have enough information to generate the graphs for the selected Key Business Ratio.

- This Company

### Key Financial Comparisons

	(\$)	(\$)	(\$)
<b>This Company's Operating Results Year Over Year</b>			
Net Sales	NA	NA	NA
Gross Profit	NA	NA	NA
Net Profit	NA	NA	NA
Dividends / Withdrawals	NA	NA	NA
Working Capital	NA	NA	NA
<b>This Company's Assets Year Over Year</b>			
Cash	NA	NA	NA
Accounts Receivable	NA	NA	NA
Notes Receivable	NA	NA	NA
Inventories	NA	NA	NA
Other Current	NA	NA	NA
Total Current	NA	NA	NA
Fixed Assets	NA	NA	NA
Other Non Current	NA	NA	NA
Total Assets	NA	NA	NA
<b>This Company's Liabilities Year Over Year</b>			
Accounts Payable	NA	NA	NA
Bank Loan	NA	NA	NA
Notes Payable	NA	NA	NA
Other Current Liabilities	NA	NA	NA
Total Current Liabilities	NA	NA	NA
Other Long Term and Short Term Liabilities	NA	NA	NA
Deferred Credit	NA	NA	NA
Net Worth	NA	NA	NA
Total Liabilities and Net Worth	NA	NA	NA





We currently do not have any recent financial statements on file for your business. Submitting financial statements can help improve your D&B scores. To submit a financial statement, please call customer service at 800-333-0505.

### Key Business Ratios

	This Company	Industry Median	Industry Quartile
<b>Solvency</b>			
Quick Ratio	NA	NA	NA
Current Ratio	NA	NA	NA
Current Liabilities to Net Worth	NA	NA	NA
Current Liabilities to Inventory	NA	NA	NA
Total Current	NA	NA	NA
Fixed Assets to Net Worth	NA	NA	NA
<b>Efficiency</b>			
Collection Period	NA	NA	NA
Inventory Turn Over	NA	NA	NA
Sales to NWC	NA	NA	NA
Acct Pay to Sales	NA	NA	NA
<b>Profitability</b>			
Return on Sales	NA	NA	NA
Return on Assets	NA	NA	NA
Return on NetWorth	NA	NA	NA

### Public Filings

#### Summary

The following data includes both open and closed filings found in D&B's database on this company.

Record Type	# of Records	Most Recent Filing Date
Bankruptcy Proceedings	0	-
Judgments	0	-
Liens	0	-
Suits	0	-
UCCs	3	10/01/19

The following Public Filing data is for information purposes only and is not the official record. Certified copies can only be obtained from the official source.

#### Judgments

We currently don't have enough data to display this section

#### Liens

We currently don't have enough data to display this section

Suits

We currently don't have enough data to display this section

UCC Filings

**Collateral:** Account(s) including proceeds and products - General intangibles(s) including proceeds and products - Contract rights including proceeds and products  
**Type:** Original  
**Sec.Party:** BRANCH BANKING AND TRUST COMPANY, FALLS CHURCH, VA  
**Debtor:** HANSCOMB CONSULTING, INC.  
**Filing No.:** 14123138692  
**Filed With:** SECRETARY OF THE COMMONWEALTH/UCC DIVISION, RICHMOND, VA  
**Date Filed:** 12/31/14  
**Latest Info Received:** 02/23/15

**Collateral:** Inventory including proceeds and products - General intangibles(s) including proceeds and products - Equipment including proceeds and products  
**Type:** Amendment  
**Sec.Party:** BRANCH BANKING AND TRUST COMPANY, FALLS CHURCH, VA  
**Debtor:** HANSCOMB CONSULTING, INC.  
**Filing No.:** 15110259962  
**Filed With:** SECRETARY OF THE COMMONWEALTH/UCC DIVISION, RICHMOND, VA  
**Date Filed:** 11/02/15  
**Latest Info Received:** 01/15/16  
**Original Filing No.:** 14123138692  
**Original UCC Filed Date:** 12/31/14

**Type:** Continuation  
**Sec.Party:** BRANCH BANKING AND TRUST COMPANY, FALLS CHURCH, VA  
**Debtor:** HANSCOMB CONSULTING, INC.  
**Filing No.:** 19100170061  
**Filed With:** SECRETARY OF THE COMMONWEALTH/UCC DIVISION, RICHMOND, VA  
**Date Filed:** 10/01/19  
**Latest Info Received:** 10/09/19  
**Original Filing No.:** 14123138692  
**Original UCC Filed Date:** 12/31/14

The public record items contained herein may have been paid, terminated, vacated or released prior to today's date.

Government Activity

Summary

**Borrower (Dir/Guar):** NO  
**Administrative Debt:** NO  
**Contractor:** YES  
**Grantee:** NO

**Party excluded**

**from federal program(s):** NO

Possible Candidate:

**Labor Surplus Area:** N/A

**Small Business:** YES (2021)

**8(A) Firm:** N/A

The public record items contained herein may have been paid, terminated, vacated, or released prior to today's date

The public record items contained herein may have been paid, terminated, vacated or released prior to today's date.

**Special Events**

N/A

**Corporate Linkage**

Parent		
Company Name	DUNS #	City, State
AXIAS, INC.	07-880-0014	ALEXANDRIA, VIRGINIA

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