

The Unicorn Group Signs Information Management Solutions Company, Onyx Government Services, Inc.

Posted August 10, 2011

Washington, DC - The **Unicorn Group, LLC** is proud to announce that Onyx **Government Services, Inc.**, a Fairfax, VA based company, has retained the firm to provide Executive Relationship Marketing to help drive increased awareness and subsequent procurement of **Onyx's Data Integration (ODI)** solution in support of government agencies throughout the Intelligence, Defense and Security communities.

Ken Jensen, CEO of Onyx, is glad to have been introduced to Unicorn recently by a mutual business executive. "In less than 24 hours after engaging Unicorn, we received our first scheduled meeting with a senior executive with access to one of our target agencies". To get that kind of access (particularly during the month of August) is a key differentiator as we pursue government end of year sole source projects as part of our overall strategy. We are looking forward to working with Mr. Aggrey and his associates, in a targeted effort to increase the awareness of Onyx's capabilities more deeply within our pipeline of potential customers."

John Aggrey, Chairman and CEO at The Unicorn Group is excited to be working with Onyx. "It took me virtually no time to vet Onyx's Data Integration (ODI) Framework and concluded that more government agencies would benefit from its utilization. I am impressed with the deep knowledge that the executive team at Onyx possesses. "

About The Unicorn Group, LLC

The management of The Unicorn Group brings over 200 years of collective experience and has spent over 20 years developing a process of Executive Relationship Marketing (ERM) patterned after the Asian principles of Guanxi (pronounced Guan-chee). With a personal network of over 2,800 senior executives in the United States and around the world, we screen the technology landscape to identify hard to find, best-of-breed, early stage business solutions and present them to relevant decision-makers in targeted industry verticals across corporate America to create efficiencies and optimize productivity. For more information, please visit www.useunicorn.com or contact CEO John Aggrey at 202-460-1150 or email at jwaggrey@useunicorn.com.

About Onyx Government Services, Inc.

Onyx Government Services, Inc., is a Service-Disable Veteran-Owned Small Business (SDVOSB), headquartered in Fairfax, Virginia. We specialize in application development and data integration to provide decision-ready information to Command and Control (C2) and Decision Support Systems. Onyx pairs subject matter and functional experts with developers to provide high quality, tailored solutions. In support of our various efforts, we have developed the Onyx Data Integration (ODI) Framework, a combination of Agile Development principles, COTS Integration, and custom software, to deliver flexible, cost-effective solutions to a variety of Department of Defense, Intelligence Community, and Law Enforcement. For more information, call Ken Jensen, CEO (571) 340-3900 www.onyxgs.com.

To find out more about the company in this article and to see if you have business connections, click below:

-  **Onyx Government Services, Inc.**

Source: <http://dc.citybizlist.com/5/2011/8/10/The-Unicorn-Group-signs-Information-Management-Solutions-company-Onyx-Government-Services-Inc.aspx>