



The People Behind The Progress

2025

YEAR BOOK

Letter From The CEO

Every year brings a new set of challenges and opportunities. This one was shaped by the work itself - meaningful, often complex work - and by the people who showed up every day ready to take it on.

Throughout the year, our teams tackled tough problems, applied new thinking, and stayed focused on outcomes that mattered to our customers. Much of that effort happened behind the scenes, but it was never accidental. It was built on experience, collaboration, and a shared commitment to reliability, quality, and doing things the right way.

This yearbook offers a snapshot of that collective effort. It highlights the projects we delivered, the moments that mattered, and - most importantly - the people whose dedication and professionalism made it all possible.

As we look ahead, we move forward with high standards, a commitment to improvement, openness with one another, respect for the team, and the kind of focused urgency that keeps us sharp without losing balance.



**KEVIN
HANNIGAN**

CHIEF EXECUTIVE OFFICER



The Stamp of Approval

Proof that our processes don't just run... they run right.



InflexionPoint, LLC

has been audited and conforms to all requirements necessary to be a
CSIA Certified Member

The certification audit covers the following business and management categories:

- General Management
- Human Resources Management
- Marketing, Business Development and Sales Management
- Financial Management
- Project Management
- System Development Lifecycle
- Supporting Activities
- Quality Management
- Service and Support
- Information Systems Management and Cyber Security

Date of Certification: August 1, 2025
Date of Expiration: August 1, 2028
Certified Member Since: August 1, 2025
CSIA Member Since: July 3, 2017

This year, we locked in our CSIA certification — a pretty big deal in the systems integrator world. It's not a trophy you hang on the wall and forget about; it's a signal that our processes, documentation, delivery, and business practices are built to a measurable, repeatable standard. In short: we don't wing it.

Earning the CSIA stamp means our customers get consistency, clarity, and teams who actually follow the playbook we spent years building. It's the behind-the-scenes discipline that makes the visible work smoother, faster, and a whole lot less chaotic. And honestly? It feels good to officially be recognized for what we've been doing all along.

What It Took

- Months of prep
- Process tuning and cleanup
- Documentation that finally made sense
- A full-company commitment to doing things the right way

Why It Matters

- More predictable delivery
- Clearer communication
- Tighter workflows
- Trust that scales with us



Adding Strength Where It Counts



AVEVA

This year, InflexionPoint acquired Process Innovations, an AVEVA PI specialist known for turning industrial data into something teams can actually use.

The addition strengthens our ability to deliver advanced analytics, AI-enabled insights, digital twins, and data visualization on the AVEVA PI System—particularly in regulated, data-heavy environments where accuracy and context matter.

The result is stronger PI architecture, smarter use of operational data, and more value from systems customers already own—backed by real-world experience across life sciences, water/wastewater, energy, and manufacturing.

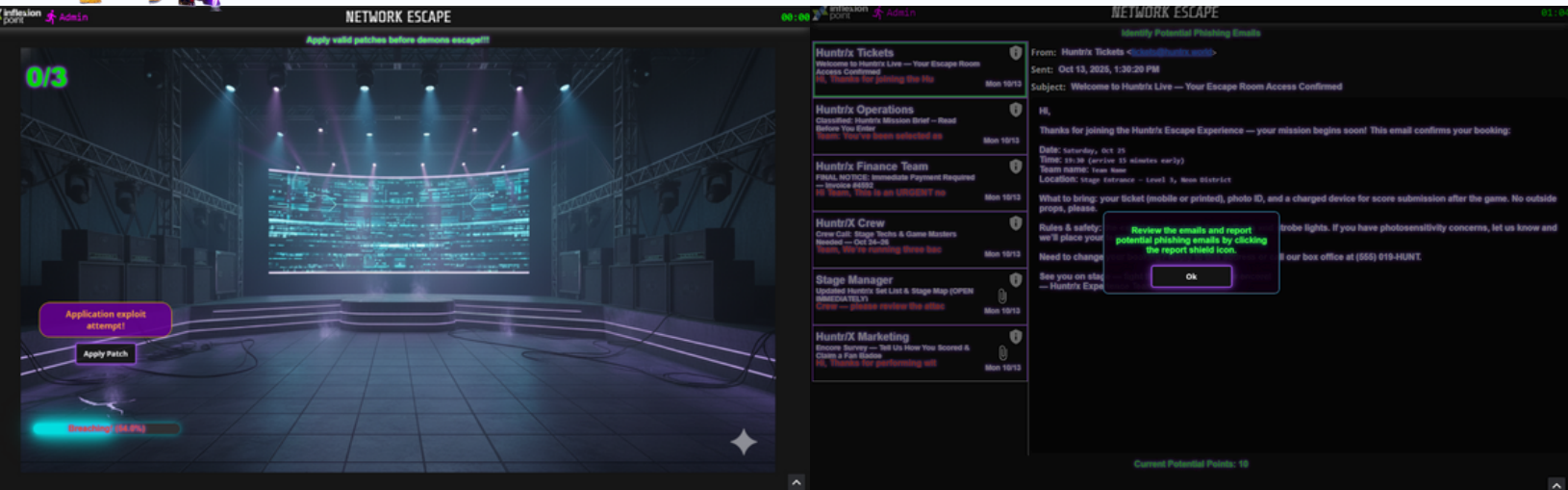
What This Adds

- Deep AVEVA PI and OSIsoft expertise
- Asset Performance Management and analytics acceleration
- Proven PI plugins and reusable frameworks
- Stronger OT/IT data foundations for AI and digital twins

Why It Matters

- Faster time to insight
- Better reliability and performance decisions
- More value from existing PI investments
- A clearer path from raw data to action

CYBERSECURITY IGNITION GAME



Our cybersecurity game took inspiration from K-Pop Demon Hunters—fast-paced, competitive, and built to keep teams engaged. And yes, it was built entirely in Ignition.

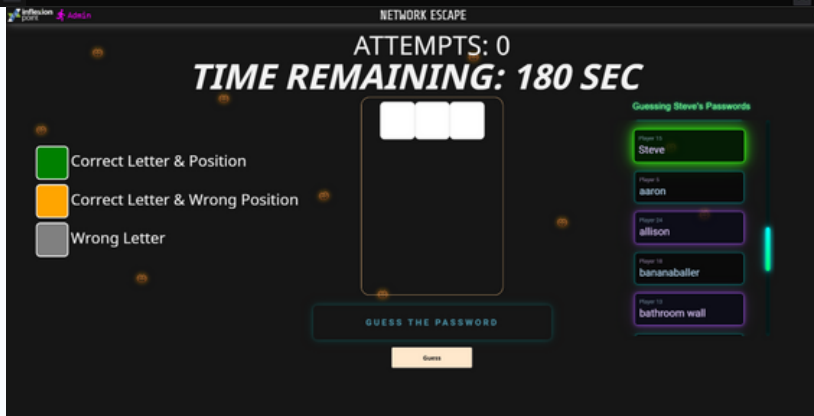
Three quick challenges kept everyone sharp:

- Phish Hunter
- Patch the Rift
- Password Duel (based on @Omer Faruk YALCIN's Wordle-style game)

A live leaderboard kept things competitive, and the whole thing made cybersecurity feel a lot less like homework.

Key Team Members: TJ Holt, Will Rooney, Karin Wirasakti, Mike Scipione and Austin Bae

This is our company's first time uploading a resource to the Ignition Exchange!



Feedback from Inductive Team:

Also, this is an impressive resource! The Halloween-themed UI is very well-executed and has a high level of polish, the three mini-games effectively educate players about security best practices, and the real-time scoring system and accompanying leaderboard creates an engaging competitive dynamic. I had a lot of fun testing this!



Professional Services

Where we showed up

This is what delivery looked like in 2025.



FARTHEST SITE



ISRAEL

*5,690+ miles from
the office*



129 PROJECTS
DELIVERED



46 STATES



137 ACTIVE
PROJECTS

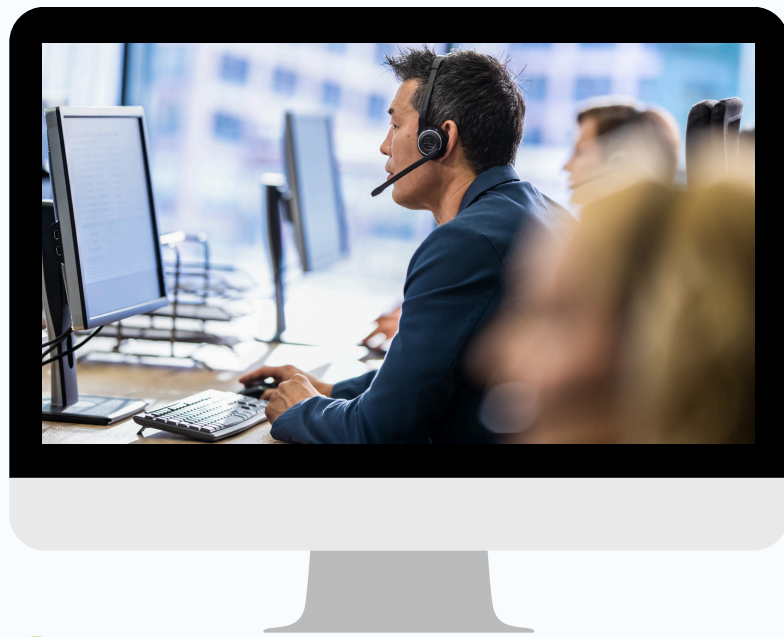


300 AVG PROJECT
SIZE
hours

Tickets & Support



KEEPING THE LIGHTS ON



WHEN SOMETHING BREAKS,
this is where it gets fixed

support stats



4200

TICKETS
OPENED



5237

TICKETS
RESOLVED



<19hrs

AVG
RESPONSE TIME



60hrs

AVG
RESOLUTION TIME

TOP 3 MOST COMMON ISSUE TYPES



IT
Infrastructure



Access
Requests



PLC / Device
Issues



350

AFTER HOURS AND WEEKEND
TICKETS RESOLVED





KEEPING IT REAL

We don't just show up—we show up in person. The next few pages capture where we went, who we talked to, and all the moments you simply can't replicate on a screen.



Denver, CO

LET'S COOK!

When you get people out of conference rooms and into a kitchen, something changes.

Titles fade. Real conversations show up. Customers swap stories. Engineers swap recipes.

And suddenly — you're solving problems without a single PowerPoint.

Now
We're


Cooking

6 CITIES + 1 BIG IDEA

Teaming up with Inductive Automation and Sorba.ai, we traveled to six cities to cook up conversation with the people who keep operations running.

Hands-on kitchens replaced hotel ballrooms. Dinner tables became where challenges were unpacked — from scaling production to unlocking better data.

By the end of each night, we weren't just swapping recipes. We were building relationships that actually matter.

Locations:

Philadelphia, PA
Cranford, NJ
Raleigh, NC
Denver, CO
Baltimore, MD
Houston, TX





Raleigh, NC



Cranford, NJ



Baltimore, MD



Houston, TX



Denver, CO



Drinks *for* Drug Manufacturers

REAL CONNECTIONS ON THE ROAD

The kind of conversations people actually want to keep having.

Raleigh, NC | February
ISPE CaSA Tech Show

Team: Arlene Weichert & Amit Mehta

Charlotte, NC | October
ISPE Annual Meeting

Team: Arlene Weichert, Amit Mehta, Kevin Hannigan, Carlos Chavez-Luna & Ashley Fiume



CONVERSATIONS THAT COUNT

We host Drinks with Drug Manufacturers because the most valuable conversations aren't happening in ballrooms or breakout sessions — they're happening around a table with a drink in hand. These gatherings give pharma professionals space to talk candidly, swap real stories, and build relationships without the pressure of an agenda. It's simple: good people, good conversations, and a better way to stay connected in an evolving industry.



Arlene Weichert & Dan Trout

ISPE Product Show | Boston, MA



Ryan Krimm, Rene Moreda and Marc Nicosia

Ignition Community Conference | Sacramento, CA

ON THE ROAD AGAIN ... AND AGAIN AND AGAIN

Our team spent the year racking up miles — flying coast to coast (and occasionally across the globe) to meet customers, level up our skills, and jump into conferences where the real conversations were happening. If there was something to learn, someone to support, or a chance to talk shop, we were on a plane.



Kevin Hannigan &
Arlene Weichert

Interphex | New York, NY



ON-SITE SQUAD

Chris Monchinski, David Baugh and Arlene Weichert

ISPE DVC Symposium | Philadelphia, PA