

Red Barn Software LLC

Custom business software, applied AI, and legacy modernization — built to fit how you actually work.

CHESTERFIELD, VIRGINIA · ESTABLISHED 2007 · CLIENTS NATIONWIDE

SWaM CERTIFIED · SMALL & MICRO · #845696

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CORE COMPETENCIES

- **Custom application development** — web platforms, internal business tools, member and customer portals, and native iOS and Android applications published to both app stores. Integrated with what you already run — APIs, e-signature, payment processing — and supported after launch
- **Legacy modernization and cloud** — aging .NET applications, legacy content management platforms and on-premises systems moved to supported frameworks and cloud hosting. Azure, AWS and DigitalOcean; CI/CD and infrastructure as code; 100+ cloud-native services operated in production
- **Applied AI integration** — document intelligence and data extraction, semantic search, automated reporting and workflow automation, wired into the systems your people already use
- **Data conversion and document digitization** — structured data pulled from unstructured records at volume, where the alternative is people retyping. OCR is a technique; the product is data your systems can query
- **Accessible web development** — built to WCAG 2.1 AA as a matter of course, designed in rather than retrofitted. A legal exposure for private businesses under ADA Title III; public entities have hard dates under Title II in April 2027 and April 2028

DIFFERENTIATORS

- **We price it before we build it.** AI gets measured against the process it would replace, at real volume, before anything is built. On one engagement the measurement came back at 150 times the cost of the code it would have replaced, and the recommendation was not to ship. We build the same way: in Chartermarks, our own platform, no feature depends on AI, assisted features degrade gracefully, and any AI processing is cost-tracked. Most firms selling AI do not get paid when the answer is no.
- **Healthcare and public sector, not just commercial.** IT director at a \$100M HIPAA-regulated nonprofit, DevOps manager in a SOC 2 healthcare-staffing environment, five years on enterprise healthcare systems, and applications built inside a state agency. On enterprise AI and data work we bring an architect whose governance controls — NIST AI RMF, DAMA-DMBOK, HIPAA, SOX, GDPR and PCI-aligned — have been adopted as client standards. Access control, documentation and audit trails are requirements from the start, not added before an audit.
- **Three senior people, two stacks, no account layer.** The people who build it are the people you talk to — no rotating staff, no handoff after the sale. Complementary depth in .NET and Azure alongside Rails, React and native mobile, so your problem is not forced through a single stack. Several client relationships exceed fifteen years.

WHO YOU WORK WITH

Paul Millefolie
Founder & Principal

Thirty years shipping software; owns architecture, product direction and delivery on every engagement. Previously lead .NET engineer on internal Blazor / Web API / SQL Server applications for Virginia Department of Transportation staff (via TEKsystems); DevOps manager and lead engineer running 100+ services on Azure Service Fabric in a SOC 2 healthcare environment; IT director at a \$100M HIPAA-regulated nonprofit.

Paul Laudeman
Advisory Architect

Principal Data & Agentic AI Architect at IBM Consulting. Agentic systems built framework-free on the Anthropic Claude API and Amazon Bedrock; governance controls mapped to NIST AI RMF and DAMA-DMBOK adopted as client standards; HIPAA, SOX, GDPR and PCI-aligned architectures. Lead AWS architect on a \$24.3B insurance divestiture covering 8M+ policyholders and a \$100B book of business, and on an event-driven migration engine that moved 7M subscribers at under 1% fallout. Earlier, lead integration architect on a multi-tenant clinical inventory platform for hospital systems — Epic, HL7, McKesson, charge capture. Claude Certified Architect (Professional); IBM Generative & Agentic AI Architect (Expert); AWS Certified AI Practitioner. Those engagements are his own; he advises Red Barn and joins enterprise engagements with us.

Dieter Lunn
Lead Engineer

Ruby, Rails 8, Hotwire and PostgreSQL on the back end; React, Next.js and TypeScript on the front; native iOS and Android in React Native, Swift and Kotlin. Lead engineer across ZEISS Points, SchoolBusHero, JacksView, Chicago's Pulse and the FishingCreek driver platform. Diploma in Information Systems Technology, Red River College.

SELECTED WORK

ZEISS	Dealer loyalty and rewards platform for a global sports optics manufacturer — zeisspoints.com. Point ledgers across a multi-country dealer network, reward redemption, and the reporting behind the program. A multi-year engagement that carried the platform through a corporate separation and transition without interrupting service to dealers.
FishingCreek Transportation Pennsylvania	Driver operations platform replacing paper onboarding across ~150 drivers and 9 school districts, ~2,250 credential records. One guided digital form generates ~15 state, federal and district documents. Passwordless authentication and assisted kiosk mode for an older workforce. Delivered against a fixed deadline; converted to a recurring retainer.
Virginia Dept. of Transportation	Internal Blazor Server / Web API / SQL Server applications used by roughly 200 agency staff. Built a custom claims-based authorization framework — chosen over the default role model because the business needed fine-grained permissions that roles could not express — and a "Who Am I" diagnostic that collapsed permissions debugging from a multi-step investigation to a single view. Later teams on the platform adopted both patterns. Engagement held through TEKsystems.
Chartermarks.com	Our own multi-tenant SaaS for trade and professional associations. Member and company records, flexible dues, Stripe invoicing paid directly to the association, renewal workflows, association website on its own domain with version history and one-click rollback, conference management, document and video collections, surveys, board minutes, certification tracking and reporting. Audit trails record who changed what and when; nothing publishes automatically. Live.
JacksView.com	Red Barn product. AI document intelligence — reads receipts, warranties and inspection reports using computer vision, extracts structured data, provides summaries and semantic search. Web plus native iOS and Android apps in React Native, live in both stores.
Chicago's Pulse	Registration and scheduling platform for CPR and first aid certification courses, built for a medical training provider whose classes are booked around paramedics' shift patterns. Replaced a manual signup process.
SchoolBusHero.com	Red Barn product. Driver recruitment and credential tracking. 216,000+ annual search impressions; 21,000+ users since 2022.
National School Transportation Association	Web platform for the national trade association representing private school bus contractors, alongside a separate public information site for the industry. Membership content, conference material and advocacy resources, on a long-term hosting and support relationship.

CORPORATE DATA

LEGAL NAME	Red Barn Software LLC	SWAM CERT	#845696 — Small & Micro, through 08/2031
ESTABLISHED	2007	EVA VENDOR	VLIN VA00225615 · active since 2019
UEI	W45SBRR11U14	CAGE CODE	21MZ8
P-CARD	Accepted (VISA)	BUSINESS CATEGORY	Computer Information & Technologies

Technology: C# · .NET (Core-10) · ASP.NET · Blazor · Ruby on Rails · Hotwire · Python · TypeScript · React · Next.js · React Native · Swift · Kotlin · PostgreSQL · SQL Server · Entity Framework · Azure · AWS · DigitalOcean · Cloudflare · Docker · Terraform · GitHub Actions · Azure DevOps · Anthropic · OpenAI · OCR & document extraction

NIGP: 92003 Application Service Provider · 92040 Programming Services · 92044 Risk Management for Software Development · 92045 Software Maintenance/Support · 92046 Software Updating · 92064 System Implementation & Engineering · 92027 E-Commerce Software Development · 92024 Data Conversion · 92030 Image Processing & Conversion

NAICS: 541511 Custom Computer Programming · 541512 Computer Systems Design · 541519 Other Computer Related Services