



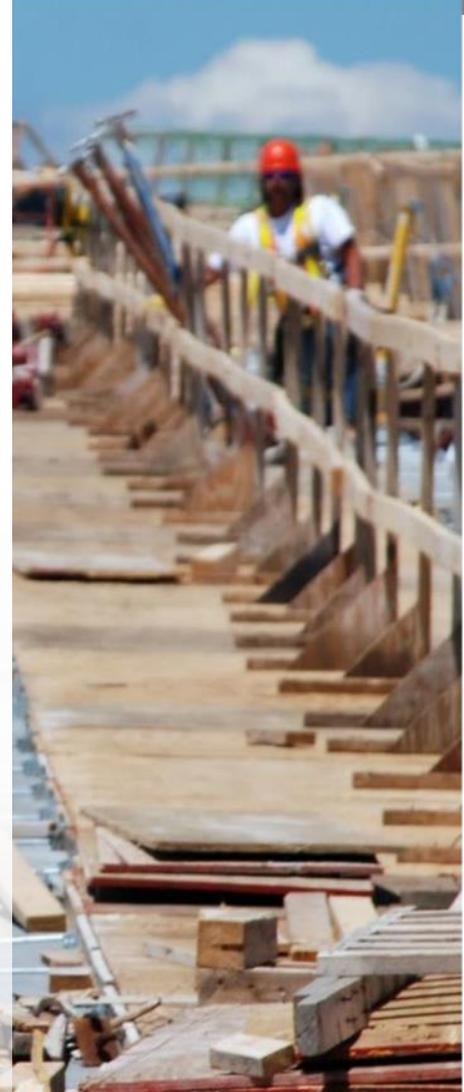
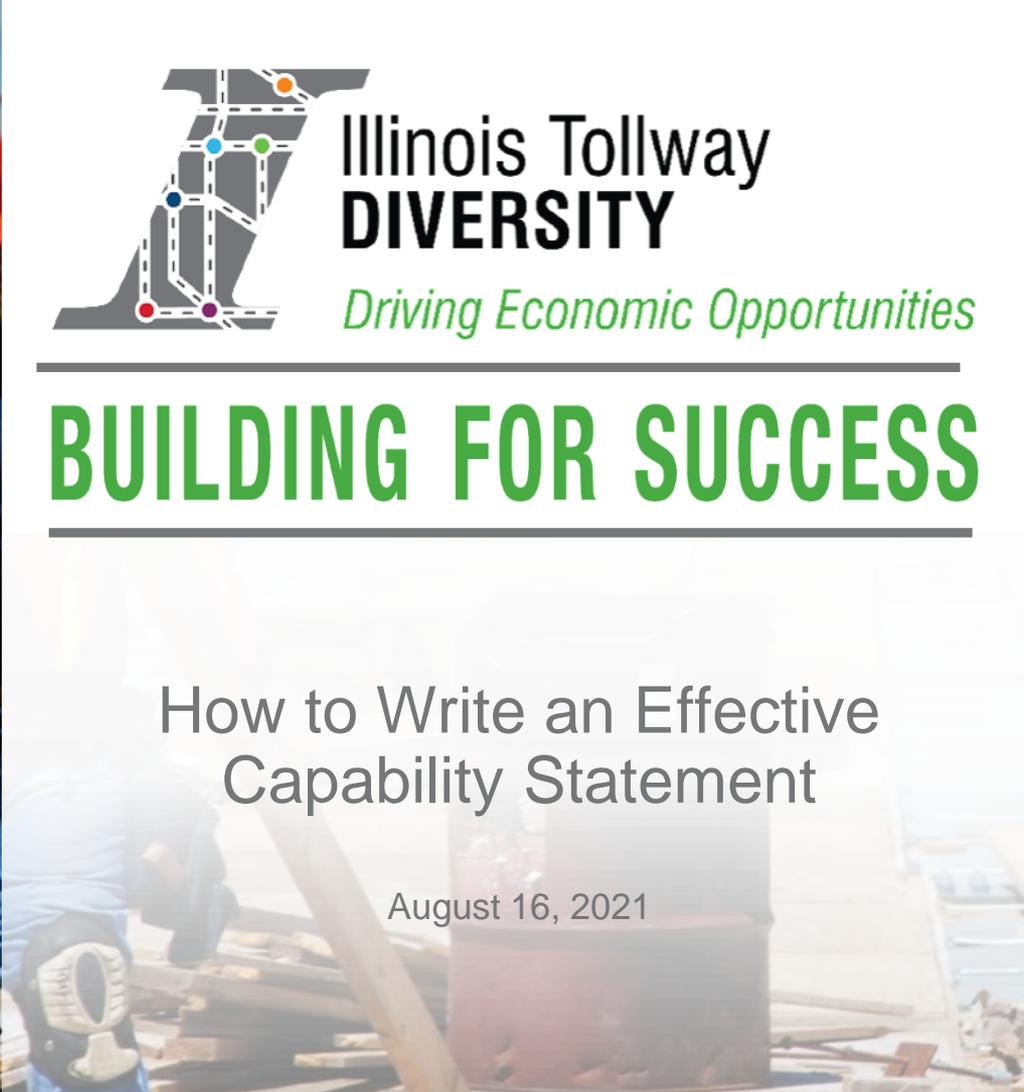
Illinois Tollway
DIVERSITY

Driving Economic Opportunities

BUILDING FOR SUCCESS

How to Write an Effective
Capability Statement

August 16, 2021



HOUSEKEEPING RULES



Housekeeping Rules



WELCOME & INTRODUCTIONS



How to Write and Effective Capability Statement

Suzanne Stantley

IL Tollway Technical Assistance
Program Administered by GMA



TECHNICAL ASSISTANCE

POWERED BY THE ILLINOIS TOLLWAY

Equipping Businesses for Success

How to Write an Effective Capability Statement

August 16, 2021

Presenting
Suzanne Stantley



TECHNICAL ASSISTANCE

POWERED BY THE ILLINOIS TOLLWAY



capabilities STATEMENT



From Creative Photo to the Web

WORDS

I'm Martha Retallick, author of *Finest for Freelancers*. In addition to writing books, I've been helping clients develop and create as they really are. I've been the Texas Public Affairs editor for 27 years. I've found that one of the biggest ways development businesses in the written copy I can help by bringing these business words out of hiding and turning them into words that will dazzle you, bring you delight and keep you coming back. Want to know more? Let's talk!

PICTURES

As a photographer, I make candid images that show people, places, and events as they really are. I've been the Texas Public Affairs editor for 27 years. I've found that one of the biggest ways development businesses in the written copy I can help by bringing these business words out of hiding and turning them into words that will dazzle you, bring you delight and keep you coming back. Want to know more? Let's talk!

DESIGN

Need a website designed or redesigned? Here in the business since 1995 I've served a broad range of clients - universities, government agencies, private companies, small businesses, and individuals. I specialize in creating sites with the most up-to-date open source content management software.

MEET MARTHA RETALICK

My varied background includes keeping and photographing my way around the United States, studying economics at the University of Michigan, volunteering for recycling and rebuilding homes damaged during Hurricane Katrina to community emergency response, and living and working in the East, Midwest, and Southwest.

I bring this diverse life experience into my work, which draws on my skills in business, computers, and publishing.

I'm looking forward to getting to know you and helping you with your writing, photographic, and design projects.

PHONE: 787-763-76

CAGE: 53276

Five current Designations:

WCBZ

Local Business

Minority Owned Business

NAICS Codes

54120 - Graphic Design Services

54111 - Creative Computer Programming Services

54110 - Creative Advertising

54100 - Direct Mail Advertising

54192 - Commercial Photography

Contact Information:

Martha Retallick, Owner

Business Sky Communications

Box Office Box 43161

Dallas, Texas 75213

Phone: 469-488-1888

http://www.bizandbookimages.com

http://www.fineandgoodwriting.com

http://www.martharetallick.com



CAPABILITY STATEMENT

COMPANY SUMMARY

Kaiser Construction Group is a dynamic, minority owned and Texas based contracting company holding HUBZone, MBE, and DBE (status pending) certifications. We specialize in both General Contracting and possess in-house capabilities in the following: Drywall, Paint, Flooring, Door Framing, Roofing and Foundation work. Widely acknowledged for our integrity and ability to complete complex difficult projects, Kaiser Construction Group is the company of choice for Commercial Sub Contracting, Federal Agencies, Non Profit Organizations and private clients.

With significant planning and project management experience, our staff has in excess of 40 years of construction and large capital project experience. Combined, our professionals have a diverse background of both multi disciplined engineers and skilled tradesmen holding LEAN Six Sigma, PMP, and TWIC certifications.

We are proud of the relationships we have fostered with our partners and clients and look to continuously and aggressively grow while maintaining a customer and lean drive operation.

CORE COMPETENCIES

Interior Build-out and Full Rehabilitation
Painting, Door Hanging and Framing
Roofing and Foundation
Light Commercial Construction

CLIENTS

Habitat for Humanity
Gadberry Construction
J&S Infrastructure
Gilbane Construction
Private Residents

AFFILIATIONS

National Association of Minority Contractors
Goldman Sachs 10,000 Small Businesses
Minority Business Development Agency
Small Business Administration (SBA)



DUNS # 08551E41

CAGE # status pending

CERTIFICATIONS

MBE (to be submitted)

HUBZone (SBA) (status pending)

DBE-TEXAS (to be submitted)

USA Schedule

NAICS CODES

PRIMARY

236220 Commercial Construction

238300 Doors, Fixtures, Hardware

238310 Drywall

238300 Roofing

238160 Roofing

238110 Foundation

238320 Paint

BONDING

\$25K per / \$100K aggregate

OFFICE LOCATIONS

Houston, Texas

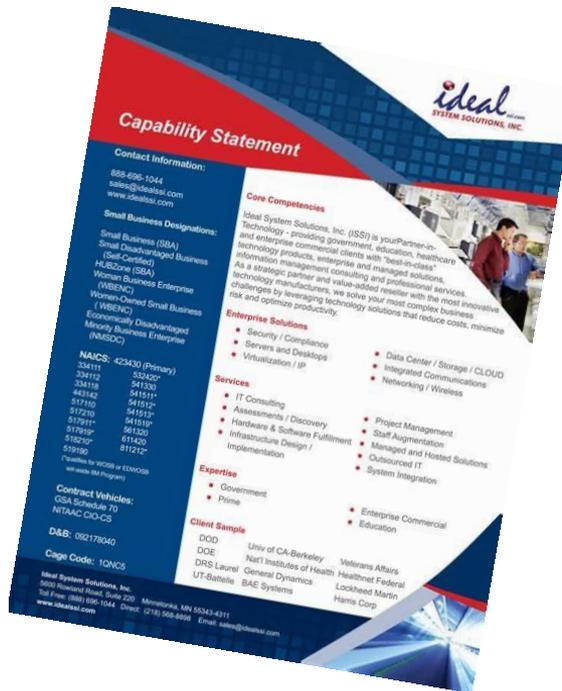
Dallas, Texas

KEY PERSONNEL

Rodney Harris, President
Winston Patten, COO Manager
Drayton Bryant, Project Manager, PMP
Sterlin Smith, Lead Superintendent

CONTACT INFO

Kaiser Construction Group
12931 N. Gessner Drive Suite 626
Houston, Texas 77054
810.814.2807 office
rodandjewelrestoration@gmail.com
www.kaiserconstructiongroup.com



TECHNICAL ASSISTANCE
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MARKETING

- Encompasses every aspect of your being.
 - ✓ Your persona
 - ✓ Your communications
- Branding

BRANDING

- Your brand is your promise to your customer.
- It tells them what they can expect from you, and it differentiates your business from your competitors'.
- Your brand is derived from who you are, who you want to be and who people perceive you to be.

WHAT IS THE CAPABILITY STATEMENT?

- A document containing very specific and concise information on your business.
 - ✓ It tells who you are and what you do.
- It is an important marketing tool regardless of the size of your company.
- The number of pages depends on what you have to say.
- The key areas that should be included are:
 1. Contact information
 2. Geographical coverage
 3. Core competencies / capabilities
 4. Differentiators / including facilities and equipment
 5. Past performance
 6. Corporate data, industry codes (like NAICS codes) and certifications.
- Distribute as a **PDF**, not a Word, PowerPoint.



TECHNICAL ASSISTANCE
POWERED BY THE ILLINOIS TOLLWAY



DIFFERENTIATORS

- In creating this section you should answer these questions:
 1. How is my company best suited for the needs of the firms I want to do business with in the private and government sectors?
 - ✓ What does my company do extremely well?
 2. What is it about my services that make my business stand out from the rest?
 3. What is it about my team that give me an advantage over our competitors?
This can be perceived or real.

DIFFERENTIATORS

- Many companies fail to include this section.
- This can be hard; it takes researching your competition and recognizing what you do better than them.
- If you don't feel you have any distinguishing attributes, begin cultivating them so they can become part of your story.

DIFFERENTIATORS

Key Differentiators

Our modern equipment is capable of installing either straight or bell bottom drilled shafts, cased or uncased, 18” diameter to 12’ diameter with depths of up to 137’. We can handle jobs that involve one drilled shaft to several hundred drilled shafts.

Differentiators

- We proactively work with clients to align our services with their technology goals, thus providing all of the resources of an in-house IT department at a fraction of the cost
- Our footprint is achieved through a network of partners, making it possible for us to respond to clients' needs efficiently and effectively
- Our team has the tools, knowledge and ability to deliver our clients' projects on time and within budget
- Our total dedication to your project begins day one

DIFFERENTIATORS

Why we're BETTER

- Estimated time of arrival experts - we meet or beat shipping dead lines.
- We ship to APO & FPO addresses for no extra charge
- Our team of design and sales experts are waiting to assist you with any questions you may have.
- Dedication and service orientated personnel have resulted in a large customer base which regularly re-use our services.
- Our factory is owned 100% by American Plaque Company which ensures not only complete control over quality control, but also total flexibility of design.
- Only the finest mahogany is used, which is kilndried and treated to assure no warping or twisting.
- Our graphic artists and design team is based in the factory for close monitoring of products.



TECHNICAL ASSISTANCE
POWERED BY THE ILLINOIS TOLLWAY



OUTSTANDING COPY

- Your text should not *just* tell, it should *sell*.
 - ✓ Want to convince the reader that you can solve their problem because you have the know-how and experience.
- There is no requirement that your capability statement look a certain way.
- Design it and then market it.
- Start with the basics – you design for your reader, not for you.
 - ✓ It's great that you have doubled growth in just two years, if you have, talk about it.

LAYOUT-DESIGN

- Can be in a bulleted format or written in a few sentence statements.
- Calls for a strong heading and a great image right at the top, so reader knows exactly what the rest of the document offers them.
- Your contact information and call to action.
 - ✓ This is often done either with a sidebar on the left, or with a footer bar on the bottom.
 - ✓ Readers are looking for this information, so don't make them search to hard.
- Too much cluttered information leads to information overload, which may result in the reader putting down the page.
- Effective use of white space will make your capability statement seem more professional, easier to read, and will stand out more.

COLORS

- You probably already have colors that are associated with your brand.
- You want to continue to reinforce these in your capability statement.
- Your capability statement should have the same branding colors as your brochures, your business cards, and website.
- Or, you may want to create a different feel, so start with your brand colors.
- Stick to two or three main colors, and don't stray from them.
- Use colors that will convey a feeling you want the contracting officer to feel.
- Dark blue is trust, red is authority and dynamism, green is financial, etc.
- If you want to learn more about color psychology, head over here:
 - ✓ [Color Psychology: How Color Meanings Affect You & Your Brand \(oberlo.com\)](https://www.oberlo.com/color-psychology-how-color-meanings-affect-you-your-brand)



USE BOTH SIDES

- Some suggest that the information should be kept to one page.
- It depends on what you have to say.
- If you have very little information, then you may be able to fit it on one side.
- However, don't make the mistake of cramming text and information on one side in an effort to make it fit on one page.
 - ✓ You lose a **HUGE** opportunity to provide more valuable information if you have more to say about your company.
- When you free yourself to use both sides, you'll find you can create a truly dynamic and powerful capability statement.
- Best of all, the reader will be forced to keep turning the page to learn about your company.

THE SECOND SIDE

- Testimonials, past successes and case studies.
- Pick two or three past clients that can really champion your business.
 - ✓ Include their testimonials, business contact info, their story, and even a headshot if you can get one.
- The second side can also showcase photos of past projects.
- A one-sided capability statement may be able to show a tiny picture of a single project, but the back can display more projects and more information.

EXAMPLE

SANDOW CONSTRUCTION, INC.
CAPABILITY STATEMENT

About SanDow

SanDow Construction, Inc. (SCI), is a CVE certified Service Disabled Veteran Owned Small Business (SDVOSB) that provides general construction and hazardous remediation services throughout the Washington DC, Virginia, and Maryland/Baltimore metro area.

SC has in-depth project management experience as a prime contractor and subcontractor, from project inception through project closeout. SanDow is proud to have developed an excellent record of completing projects on-time and within budget on injury free worksites.

SERVICES PROVIDED:

◆ General Construction	◆ Tenant Fit Out
◆ Asbestos Abatement	◆ Flooring
◆ Lead Abatement	◆ Electrical
◆ Mold Remediation	◆ Design Build
◆ Haz-Mat Abatement	◆ Green Construction
◆ Demolition	◆ Carpentry
◆ Interior Renovations	◆ Painting
◆ Lighting Retrofits	◆ Duct Cleaning



PAST PERFORMANCE:

- PBX Chiller- VA Medical Center, DC \$600,000
SCI served the GC to replace the Liebert Units for the IT Department
- LN2 Tank Lead Abatement- NASA Goddard \$140,000
SCI served as a subcontractor to the on-site facilities manager to abate lead paint and recoat a 50,000 gallon exterior tank.
- ADA Bathroom Renovations-Fairfax County Government \$150,000
SCI served as the 1st Tier subcontractor to Brown and Root to renovate two recreation centers.
- Warehouse Conversion- Maryland Stadium Authority \$150,000
SCI served as the prime GC responsible for converting a warehouse to office space.

CERTIFICATIONS:

SDVOSB; SBA 8(a); Prince George's County MBE and County Based Business; MD SBR and VBE; MDOT MBE/DBE; Baltimore County; Howard County; Metropolitan Washington Airports Authority LDBE; CRMSDC MBE; PGPSC Pre-Qualified Contractor for Asbestos Abatement; MCPS Pre-Qualified Contractor for Asbestos Abatement

NAICS:

236220 ◊ 237110 ◊ 238210 ◊ 238220 ◊ 238310 ◊ 238320 ◊ 238330 ◊ 238350 ◊ 238910 ◊ 238990 ◊ 561790 ◊ 562910

3610 East Street, Landover, Md. 20785
(301) 322-1446 Office (301) 322-1449 Fax
www.sandowconstruction.com Website info@sandowconstruction.com Email



Certification

Geographical Coverage

Core competencies

Past performance

Certifications

NAICS

Corporate Data

EXAMPLE



Capability Statement

www.offshoreliftboats.com

Offshore Liftboats is a woman owned offshore services provider of self-propelled, self-elevating, deck barges (Liftboats or Jackups), working in the Gulf of Mexico. Our liftboats range in size (leg length) from class 175's to class 230's, and provide living quarters, hydraulic cranes, and stable platforms to offshore oil and gas production platforms. Our experience is second to none. We have been providing services in the Gulf of Mexico for more than 30 years, and our business continues to grow. Offshore Liftboats has built 9 new vessels in the last 10 years. The new designs have taken into consideration our clients needs as well as implementation of the technological advances the industry has observed.



OFFSHORE LIFTBOATS

CAGE Code: 7KJX0 | DUNS: 055971399 | Phone: (985) 632-3414

Core Competencies

- ❖ Construction
- ❖ Plugging and Abandoning wells
- ❖ Wire Line and Electric Line Services
- ❖ Coiled Tubing Services
- ❖ Core Sampling
- ❖ Dive Support
- ❖ Snubbing Services

Company Snapshot

Gov. Business POC: Lauren Cheramie

Phone: (985) 632-3414

E-Mail: Lauren@offshoreliftboats.com

Address: 16182 W Main St, Cut Off, LA 70345

Work Area: Nationwide

Socio-Economic Status:

- ✓ Small Business Enterprise
- ✓ Woman Owned Business

Differentiators

At Offshore Liftboats, Safety and Service to our Clients is #1. All operations are performed by experienced, safety conscious personnel. Our Captains and crew take pride in the cleanliness of each vessel, the success of their operation, and show a total commitment to safety.

NAICS & PSC Codes

483111 DEEP SEA FREIGHT TRANSPORTATION
483113 COASTAL AND GREAT LAKES FREIGHT TRANSPORTATION
1990 BARGES AND LIGHTERS, CARGO
8506 SPECIAL STUDIES/ANALYSIS- DATA (OTHER THAN SCIENTIFIC)
V124 TRANSPORTATION/TRAVEL/RELOCATION- TRANSPORTATION:
MARINE CHARTER
R408 SUPPORT- PROFESSIONAL- PROGRAM MANAGEMENT/SUPPORT
W020 LEASE OR RENTAL OF EQUIPMENT- SHIP AND MARINE EQUIPMENT
L020 TECHNICAL REPRESENTATIVE- SHIP AND MARINE EQUIPMENT
R497 SUPPORT- PROFESSIONAL- PERSONAL SERVICES CONTRACTS
8510 SPECIAL STUDIES/ANALYSIS- ENVIRONMENTAL ASSESSMENTS
3920 MATERIAL HANDLING EQUIPMENT, NONSELF-PROPELLED
2090 MISCELLANEOUS SHIP AND MARINE EQUIPMENT
R425 SUPPORT- PROFESSIONAL- ENGINEERING/TECHNICAL
H119 QUALITY CONTROL- SHIPS, SMALL CRAFT, PONTOONS, AND
FLOATING DOCKS
H120 QUALITY CONTROL- SHIP AND MARINE EQUIPMENT
H919 OTHER QUALITY CONTROL, TESTING, AND INSPECTION- SHIPS,
SMALL CRAFT, PONTOONS, AND FLOATING DOCKS
H920 OTHER QUALITY CONTROL, TESTING, AND INSPECTION- SHIP AND
MARINE EQUIPMENT



<http://www.iso9001.com>
ISO9001 is a business certifies that we submit our information and
process to and are review and graded by our customers.



<http://www.government.com>
IPEC Member- establishes members that we support our information and
process to and are review and graded by our customers.



<http://www.offshoremaritime.org>
OMSA is Offshore Marine Service Association which we are a member of
this is our trade association.



<https://www.osha-slc.com>
OSHA manages our safety requirements for our OHSU Drug and Alcohol testing, and
other contractor compliance programs.

Lauren Cheramie



(985) 632-3414



Lauren@offshoreliftboats.com

Chief Financial Officer

16182 W Main St, Cut Off, LA 70345

Henderson Trucking, LLC

Excellence in Motion: We go the distance for customer satisfaction.

CAPABILITIES STATEMENT



Henderson Trucking, LLC

Edward Henderson, President
 P.O. Box 231461
 Sacramento, CA 95823-0407
 916-282-1860 Office | 916-282-1891 FAX
 916-425-8255 Mobile
Edward@hendersontruckingllc.com
www.hendersontruckingllc.com

NAICS:

- 488510 – Freight Transportation Arrangement
- 484110 – General Freight Trucking Local
- 484122 – General Freight Trucking Long Distance
- 484220 – Specialized Freight (except Used Goods) Trucking Local
- 484230 – Specialized Freight (except Used Goods) Trucking Long Distance

CAGE Code: 5VZS1
D & B: 833270833
SCAC Code: HTYB
SIC Code: 4731 - Freight Transportation Arrangement

CERTIFICATIONS & REGISTRATIONS:

Federal

- **SB A 8(a) Certified**
- **GSA** – Approved to move FEMA freight
- **Department of Defense (DoD)** – Approved to move military freight
- **MC** – #696019

California

- **Department of General Services (DGS)** – Small Business Certification – #1296540
- **Caltrans Disadvantaged Business Enterprise (DBE)** – #38523
- **City of Sacramento Vendor ID** – #262875
- **Los Angeles Business Assistance Virtual Network (LA BAVN)** – #45314
- **Los Angeles Business Tax Registration Certificate (BTRC)** – #1001205

Company:

Edward Henderson has 30 years of combined experience as a successful company driver with various commercial carriers, as a motor coach operator, and as an owner operator. As an owner operator, he established Henderson Trucking in 1990. In 2007, he launched a Load Finder service to allow owner operators to take advantage of his many years of experience. He later obtained broker authority, established Henderson Trucking, LLC in 2009 and provides service to 48 states.

Mission:

To consistently provide excellent, efficient, credible and dependable customer service.

Capabilities

Freight Transportation Broker Arrangement Service:

- Provides the most competitive market rates and all types of trucks for loads of any size, weight, or dimensions including:
 - Flatbeds, Step Decks, Vans, Refrigerated Vans, & Removable Goosenecks (RGNs)
- Verifies motor carrier compliance with vehicle safety regulations and insurance to protect all parties involved
- Ensures the driver is paid in a timely manner
- Maintains open the lines of communication between the driver, the shipper and the consignee so the driver can focus on the road

Load Finder Service:

- Henderson Trucking, LLC has the specialized knowledge and skills to find loads for Owner Operators while they are on the road
- Uses multiple database services that connect to thousands of drivers throughout the lower 48 states
- Allows the driver to leave the load finding to us when the driver is unable to look on his own
- Keeps the driver rolling with minimum deadheads, which can increase his bottom line

Past Performance:

- Department of Defense
- U.S. Army Corp of Engineers

Company Clients:

After Midnight Trucking	H. Armstrong Trucking
AM/PM Equipment & Excavating, LLC	Infamous Transport, LLC
Barber Trucking	James Transportation
Beaumont Trucking, Inc.	JTC, Jackson Trucking Co.
Bill Michel Trucking	K & J Trucking
B. E. Jordan Trucking	Master Trucking, LLC
David & Son Trucking	Salas Trucking
G. Emris Trucking	Scorpio Trucking
Gene Owens Trucking	Space Age Investments Inc.
Guzman Express, Inc.	T & K Enterprises

ORGANIZATION BACKGROUND

MJLM Engineering and Technical Services (MJLM E&TS) was established in May 2003 and is located in Huntsville, Alabama with three facilities dedicated to administration, fabrication, and warehousing efforts. Our workforce consists of engineering, logistics, and program management professionals dedicated to supporting our Government and Industry customers' requirements within budget, on-time, and for the best quality.

KEY CAPABILITIES

- Total Lifecycle Logistics
- Prototyping
- System Engineering
- Programmatic Planning
- Obsolescence Mgt.
- Inventory Control
- Reverse Engineering
- Design & Development
- Computer-Aided Design
- Risk Mitigation
- Configuration Management
- Data Management
- Quality Assurance
- Verification, Validation & Integration
- Light Fabrication
- Test Program Set Development
- Sustainment/RESET
- Maintenance, Repair & Fielding

KEY DISCRIMINATORS

- Small Disadvantaged Business (SDB)
- Local to Redstone Arsenal – Three (3) Office Locations in HSV
- In-house Cable Fabrication & Circuit Card Assembly
- Deltek™ CostPoint Accounting System – US Government-approved
- Easily accessible contract vehicles
- Subject Matter Expert (SME) - Automatic Test Equipment/Test Program Set
- Proven track record providing cost-savings to US Government at little to no risk!

CERTIFICATIONS & AWARDS

- U.S./Canada JCP (Joint Certification Program) #0051325
- System Access Management (SAM) Registered
- ISO 9001:2008 Certified
- Capability Maturity Model Integration (CMMI) Level 3 In-Progress

KEY CUSTOMERS

- Aviation & Missile Command (AMCOM) – Redstone Arsenal
- Defense Logistics Agency (DLA) – Redstone Arsenal
- National Security Complex – Oakridge, TN
- Product Director Test, Measurement, & Diagnostic Equipment (PD TMDE) – Redstone Arsenal
- Program Executive Office Missiles & Space (PEO M&S) – Redstone Arsenal
- Software Engineering Directorate (SED) – Redstone Arsenal
- Systems Sustainment Management Directorate (SSMD) – Redstone Arsenal

KEY PARTNERS

- Intuitive Research Technology Corporation (IRTC)
- Science Applications International Corporation (SAIC)
- B&W Y-12
- DRS Technologies
- Radiance Technology
- CALIBRE
- Booz Allen Hamilton
- Wyle/CAS
- URS

NAICS Codes

- 332994
- 334418
- 334419
- 334515
- 335311
- 335931
- 336413
- 541330
- 541511
- 541512
- 541712
- 561210



CONTACT INFORMATION

4825 University Square – Suite 12
 Huntsville, AL 35816

Email: hsvinfo@mjlm.com
 Phone: 256.890.1800 (MAIN)



ENGINEERING & TECHNICAL SERVICES

 10
 YEARS
 2003-2013

www.mjlmengineering.com

CREW SOLUTIONS INC

DUNS: 07-973-4192
Cage Code: 7END5

NAICS:

- 541611 541511
- 541512 541614
- 561311 561312
- 561320 518210
- 519120 541513
- 541519 541618
- 561110 561210
- 561330 611420
- 611710 423420
- 423430 423710
- 424990 541110
- 541199 541211
- 541214 541219
- 561410 561421
- 561439 611430

**GOVERNMENT
POINT OF
CONTACT**

*Cabral Hobson,
Partner*

3013 Military Rd NW
Ste. B
Washington DC 20015

Phone: 202-241-2739

Email:
cabralhobson@crewsolutionsinc.com

Website:
www.crewsolutionsinc.com

Core Competencies

Crew Solutions Inc is an innovative project oriented professional services firm headquartered in Washington, DC. We offer Project Management, Consulting, Staff Augmentation, Business Operations and IT Systems Support products and services to the government and business sectors. We quickly and efficiently mobilize the skilled personnel and technology, required to improve performance and eliminate waste. We are committed to providing innovative and flexible solutions for all of our clients.



EDWOSB
Economically Disadvantaged
Woman Owned Small Business



Crew Solutions Inc provides clients with innovative business services in the following areas:

- Project/Program Management
- Business Process (Re)Engineering
- Custom Application Development
- Computer Programming Services
- Staff Augmentation
- Education Technology Solutions
- Management Consulting
- Training Products and Services
- Administrative Management
- Data Processing, Housing, and Related Services
- Data Management
- IT Governance
- IT Planning, Review, and Analysis
- IT Systems Support
- Knowledge Management
- Strategic Business Planning and Needs Assessment
- Supply and Demand Analysis and Forecasting
- Business Operations
- Customer Relation Management

Differentiators

- We proactively work with clients to align our services with their technology goals, thus providing all of the resources of an in-house IT department at a fraction of the cost
- Our footprint is achieved through a network of partners, making it possible for us to respond to clients' needs efficiently and effectively
- Our team has the tools, knowledge and ability to deliver our clients' projects on time and within budget
- Our total dedication to your project begins day one

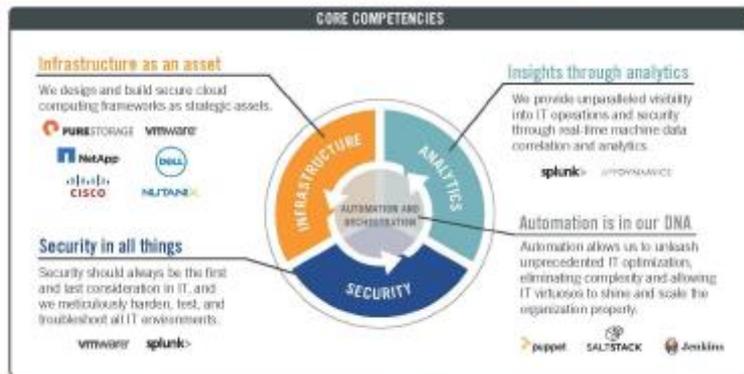
EXAMPLE



CAPABILITY STATEMENT

KINNEY
GROUP

A cloud solutions integrator harnessing the power of IT in the cloud to improve lives.



KEY SUCCESSSES

(IACAP & ICDCG) accreditation on multiple networks

Facilities for secure materials staging

Splunk Public Sector Professional Services Partner of the Year in 2016

The Channel Co. GRN 2016 Solution Provider 500 List Placement

TechPoint Miro Awards 2016 Tech Company of the Year Nominee

COMPANY DATA

Kinney Group is a cloud solutions integrator harnessing the power of IT in the cloud to improve lives. Automation is in Kinney Group's DNA, enabling the company to integrate the most advanced security, analytics, and infrastructure technologies as an optimized solution powering IT-driven mission and business processes in the cloud for Federal agencies and Fortune 1000 companies.

QUALIFICATIONS

- HUBZone Certified Small Business
- CMMI Level 2 certified
- Credentials for strict security environments
- SoC 8570.2 certified Engineers
- Top certifications in VMware, Cisco, NetApp, Splunk, and more

NAICS CODE AND CONTRACT INFORMATION

NAICS Codes: Available upon request for most current codes.
GSA IT70 Schedule: GS-35F-0002U

Authorized Subcontractor on S3, SSES, NetGen, TESS, SeaPort-e, and other contracts

CONTACT

Kinneygroup.com • 317-771-9000 • 2425 W. Annapolis Blvd. Suite 100 Indianapolis, IN 46220

EXAMPLE



WEL-Enterprise.com

CAPABILITY STATEMENT

As a pioneer of innovation and emerging leader in water purification and wastewater management, WEL has developed and implemented new solutions for effective wastewater management and water purification.

WEL Enterprise (Water, Energy, Land) specializes in the engineering and building of systems for water purification, wastewater treatment and natural resource management.

OUR MISSION IS SIMPLE:

TO PROVIDE CLEAN WATER, ELIMINATE WASTE, PRESERVE RESOURCES, AND TO REDUCE BOTH ENVIRONMENTAL & INDUSTRIAL COSTS ON A GLOBAL SCALE

CORE COMPETENCIES

WEL Water Purification and Wastewater Treatment

- Waste / water reclamation solutions and systems
- Purify water, solids and other elements
- Produce high quality water, exceeding federal standards for drinking water
- Eliminate all known contaminants & pollution
- Provide clean water from treated wastewater

WEL Water Relief Unit – Disaster & Third World Relief

- Mobile (easy to transport) unit specifically designed for natural disasters
- **Immediately supplies a source of clean water**, produces drinkable (potable) water in minutes
- Each unit supplies **over 200 people with safe water daily**
- Produces over 1,000 gallons per day
- Handles municipal and toxic industrial waste streams
- **Unit size:** 6' height, 3' width, 3' length
- **Unit weight:** 250 pounds
- **Energy requirements:** 110V, 15 amps
- Accommodates alternative power sources
- Easy to operate (at the push of a button)
- Sustainable, with no additional components required

COMPANY SNAPSHOT

WEL Enterprise	CAGE: 7HXB3
1020 Winding Way	DUNS: 080082202
Covington, KY 41011	
	NAICS: 237110
POC: Katrina Eckard	334512
Phone: (513) 614-0568	334513
E-Mail: keckard@wel-enterprise.com	541330
	562211

DIFFERENTIATORS

- **World's First Patented**, Closed Loop Industrial Water Reclamation System
- **Multi-Phase, Single Platform System** – All waste treatment and water purification
- **Entirely Mechanical System** – No additional costs associated with additives or chemicals
- **Fail-Safe Grid** – Remotely monitors WEL's system preventing interruption and any potential cross-contamination
- **Facility Optimization Program** – Unique software, integrating WEL's new system with existing processes to provide future cost savings
- **Engineering Excellence** – Team of industry and technology experts with 50+ years of experience

PAST PERFORMANCE

- WEL Water Relief Unit, for mobile disaster relief, built and tested to handle the worst streams from municipal waste including the array of bacteria, industrial chemicals, and other sewage.
- Partnered with both Federal & Ohio EPA and with municipalities, validating WEL's technology and system output.
- Constructed systems at municipal sewage districts and in other industrial applications with success, converting all contaminants into non-hazardous and profitable resources.

EXAMPLE



CAPABILITY STATEMENT

REASONABLE and RELIABLE!

THE POWER IS IN THE HAULING!

J. Mae Trucking, LLC is a company with a great reputation for outstanding punctuality and quality work. We place our customers' requests as top priority and believe that providing exceptional work on job sites is the only way to operate our business.

"J. Mae Trucking, LLC's drivers are professional and on time...[they] were able to complete our projects in a timely fashion...I would highly recommend them for future projects." - Brian Waters, President
Waters & Sons Construction Inc.



PAST PERFORMANCE

J. MAE Trucking, LLC has performed following work:

- Jones County, Gp Bypass construction project
- Anthony Highway, Operations MGR, HEE Co.
- Highway 49 in Byron, GA
- GA Asphalt
- Highway 243 Bypass in Millodgeville, GA.
- Bullock County



DIFFERENTIATORS

We have a 1995 Freightliner Dump Truck and a 1989 Mack Dump Truck. Both vehicles are in great condition and are sustainable to handle tough jobs that involve hauling concrete, rock, dirt, and asphalt.



SAFE & CERTIFIED

A DBE certified company with the following work codes approved:
Vendor Code: 13967
NAICS Code: 484220



SUPERIOR DRIVERS

J. Mae Trucking, LLC is staffed with excellent drivers that are punctual, professional, and reliable. Our drivers have 30 years of experience and have been with the company since its inception.

ABOUT US

J. Mae Trucking, LLC is a DBE certified rock, dirt, and asphalt hauling company. We have performed high quality work on job sites in the Middle Georgia area since being established in August 2014. Owens, Jessica Barron comes from a strong legacy of knowledge and experience in the industry of trucking and hauling which exceeds 30 years.



CONTACT US

2302 Price Drive Macon, Georgia
31206, US

1478(207) 4626
1478(784) 7073

www.jmaetrucking.com
jmaetrucking@gmail.com



CAPABILITY STATEMENT

(555) 555-5555

BUSINESS OVERVIEW

Name
Mailing Address:
123 Street
City, St 12345

Structure: S-Corp, LLC, Corp
Ownership: MBE, WOSB, VOSB
DUNS Number: #####
Cage Code: #####
Contractor's License: #####

Contact Information

Name
(555) 555-5555
Info@company.com

Certifications



NAICS Codes

236118 Residential Remodelers
236220 Commercial & Institutional Building Construction
238990 All Other Specialty Trade Contractors
238210 Electrical Contractors & Other Wiring Installation Contractors
237110 Water & Sewer Line & Related Structures Construction

ABOUT US

Lorem ipsum dolor sit amet, consectetur adipiscing elit. Curabitur et efficitur ligula. Ut gravida pretium tortor non consectetur. Proin nec hendrerit lacus. Aenean rhoncus enim non justo commodo, a maximus nisi aliquet. Maecenas nulla mi, tincidunt vel mattis eget, luctus ut nunc. Integer at odio metus. Nam ut malesuada diam. Etiam nunc quam, tristique id partitort at, fringilla nec nibh.

CORE COMPETENCIES

Capability Area One



Capability Area Two



Capability Area Three



Capability Area Four



DIFFERENTIATORS

- ✓ Differentiator Example: Certifications that show your expertise.
- ✓ Differentiator Example: A specialty that your business does better than the competition.
- ✓ Differentiator Example: The capacity of your team
- ✓ Differentiator Example: Your network of qualified subcontractors or trusted suppliers.
- ✓ Differentiator Example: Your customer service rating
- ✓ Differentiator Example: Your team's years of experience in the industry.

Email@Company.com

www.Company.com



Recognized as having an industry leading safety program, winning awards for our consistent safe practices.

Specializing in Deep Foundation Construction

CAPABILITY STATEMENT

Illini Drilled Foundations has over 30 years of proven experience in the field of drilled shafts. Our customers respect our emphasis on quality and safety and our commitment to excellence. We stake our reputation on meeting customers' expectations in a safe, timely and cost efficient manner.

Areas of Expertise

- ⇒ Drilled shafts/caissons
- ⇒ Auger cast piles
- ⇒ Micro piles
- ⇒ Helical piers/piles
- ⇒ Earth retention
- ⇒ Pre-drilling



Key Differentiators

Our modern equipment is capable of installing either straight or bell bottom drilled shafts, cased or uncased, 16" diameter to 12' diameter with depths of up to 137'. We can handle jobs that involve one drilled shaft to several hundred drilled shafts.

Past and Current Clients

- ⇒ AT&T/Verizon Towers, Hammond, IN
- ⇒ Accordia Building, Indianapolis, IN
- ⇒ Archer Daniels Midland Co., Decatur, IL
- ⇒ Armor Pharmaceutical, Kankakee, IL
- ⇒ Babcock & Wilcox, Mt. Vernon, IN
- ⇒ Birmingham Bolt, Kankakee, IL
- ⇒ Blessing Hospital, Quincy, IL
- ⇒ Cellular One Towers, Statewide Illinois
- ⇒ Chrysler Corporation, Belvidere, IL and Kokomo, IN
- ⇒ City, Water, Light & Power, Springfield, IL
- ⇒ Costain Coal, Peabody, KY
- ⇒ Country Life Insurance Co, Bloomington, IL
- ⇒ EE Lilly & Co., Clinton, IN
- ⇒ Fujitsu Ten, Rushville, IN
- ⇒ General Motors, FL Wayne, IN
- ⇒ Henry Hill Correctional Center, Galesburg, IL
- ⇒ Illinois Department of Transportation, Danville, IL
- ⇒ Illinois Power Co., Decatur, IL
- ⇒ Indianapolis Power & Light, Indianapolis, IN
- ⇒ Interstate Water Co., Danville, IL
- ⇒ Marian College, Indianapolis, IN
- ⇒ Methodist Hospital, Peoria, IL
- ⇒ Radisson-51 Associates, Champaign, IL
- ⇒ Sanitary District of Decatur, Decatur, IL
- ⇒ TGI Friday's, Bloomington, IL
- ⇒ Unisla/Verizon Wireless Towers, IN, IL & MO
- ⇒ University of Illinois, Champaign, IL
- ⇒ US Cellular Towers, Various IL Locations

Contact Details

Corporate Office
14512 Perryville Road
P.O. Box 1351, Danville, IL 61834
PH: 217-442-8765
FAX: 217-442-8440

Email: info@illinidrilling.com

Indiana Office
P.O. Box 39494
Indianapolis, IN 46239
PH: 317-347-0185
FAX: 317-347-0195

www.illinidrilling.com

Florida Office
P.O. Box 200
Bonita Springs, FL 34133
PH: 239-463-0497



INTEGRATION

Website



Capability Statement



CORE COMPETENCIES

- Ceiling Fan installation, Maintenance and Replacement
- Circuit Breaker Panel installation, upgrades, replacements and servicing
- Code Improvements
- Commercial
- Design and Build Services
- Electric Smoke Detectors
- Electrical Code Corrections
- Electrical Meter Upgrades and Conversions
- Electrical Power Upgrades
- Electrical Troubleshooting
- Electrical Wiring for New Construction and Remodeling
- Exit Signs and Emergency Lighting
- Fuse Panel installation, upgrades, replacement and servicing
- GFI/GFCI Outlet installations
- Indoor Lighting – fluorescent lighting and ballasts
- Industrial
- Intercom Systems
- Landscaping and Outdoor Lighting
- LED Lighting Upgrades
- Lighting Design
- Lighting Sales and Installations
- Motion Detectors
- Multi-Tenant
- New Commercial Construction
- New Switches – 1 way, 2 way, 3 way, 4 way
- Office Buildings
- Outdoor Security Lighting
- Outlet and Switch Repairs
- Painting and Lighting and Bulk Replacements
- Panel, Spa, Patio and outdoor wiring
- Portable and Permanent Generator Installations
- Recessed Lighting, Track Lighting, LED Lighting and more
- School and Institutional Wiring
- Service Concession
- Troubleshooting Circuits
- UPS, Generator and Transfer Switch Installations
- Walk-In Refrigerator and Freezer Wiring
- 24 Hour Emergency Response

JT Electrical Construction is a general contractor, self performing electrical, construction company serving the Industrial, Commercial and Residential sectors. JT Electrical Construction was founded by its president, John Terry in 2015. John has been a licensed electrician for 35 years.

We constantly strive to be a company that delivers an outstanding work product. Our ultimate goal is ensure that our clients problems are solved with the minimum amount of interruption on their part. Our reputation is built on our commitment to providing quality service with attention to details and specifications during each phase of our service delivery.

CLIENTS SERVED

- City of Rockford
- Woodstock County
- Paul Keatt Construction
- Dickerson & Neuman Realtors
- Tevar Realtors
- Faith Walkers Assembly Church
- Total Faith Community Church
- Promise of Life Ministries
- Workflex Development
- Workflex Realtors
- Dickerson & Neuman Realtors

LICENSES AND CERTIFICATIONS

- Electrical Contractor #08-107
- Wireless Connected Lighting System Certified Installer

NAICS CODES

- 238118
- 238210



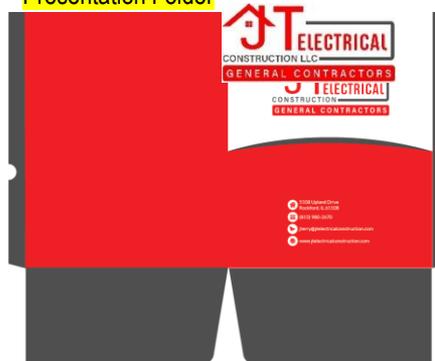
State of Illinois
Small Business Set-Aside
Registration Number:
000-018270780



Clothing



Presentation Folder



Business Card



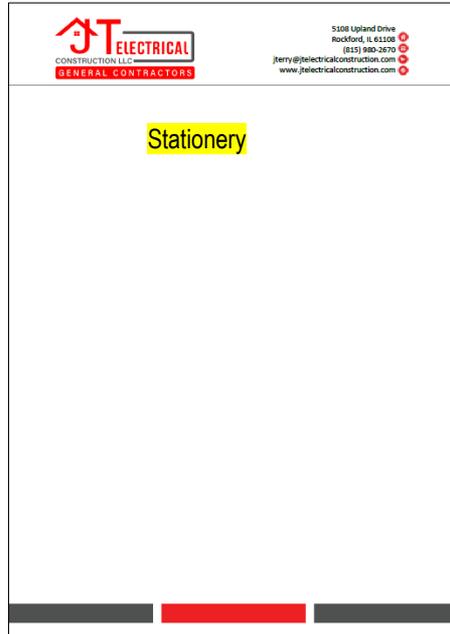
Vehicle



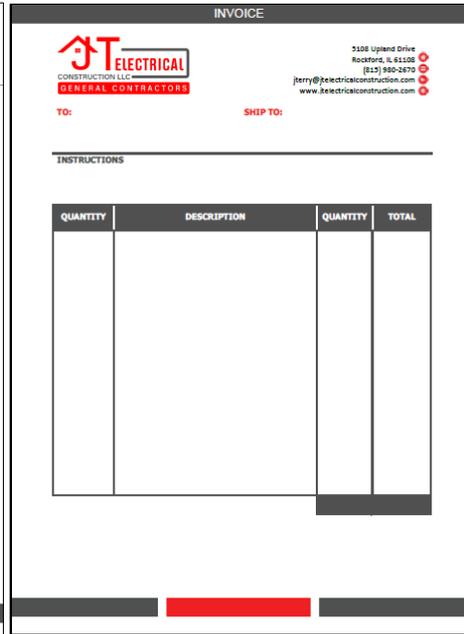
Email

jterry@jtelectricalconstruction.com

Stationery



INVOICE



MARKETING

- Send to as many purchasing officers and decision makers as possible.
- Follow-up with calls and emails.
- Have available for virtual and in-person meetings.

NETWORKING-OUTREACH EVENTS

- Significantly important.
 - Gain direct interface with potential buyers.
 - Allows you to sell yourself and in turn your business.
 - Offers you the opportunity to put materials directly into the hands of the buyer or representatives on site.



TECHNICAL ASSISTANCE
POWERED BY THE ILLINOIS TOLLWAY



Contact

Suzanne Stantley

312-436-0301

sstantley@griggsandmitchell.com

THANK YOU.



QUESTIONS AND ANSWERS

DIVERSITY AND STRATEGIC DEVELOPMENT

Programs

- ConstructionWorks
- Diversity Webinar Series
- Earned Credit Program
- Partnering for Growth Program
- ROCIP
- Small Business Initiative
- Technical Assistance Program

Initiatives

- Virtual outreach sessions
- Training webinars
- Contracting opportunity emails

Register for Tollway Diversity alerts!

- lpnce@getipass.com

Visit illinoistollway.com to get started



BUILDING FOR SUCCESS

A screenshot of the Illinois Tollway website's "Diversity And Strategic Development" page. The page features the Illinois Tollway logo and navigation menu at the top. The main heading is "Diversity And Strategic Development". Below the heading is a paragraph: "The Illinois Tollway Department of Diversity and Strategic Development is a driving force for increasing economic opportunities in the diverse communities we serve." At the bottom of the screenshot is a video player with a red play button and a thumbnail image showing four diverse people smiling. The video title is partially visible as "Illinois Tollway Depart...".



THANK YOU