

Capability Statement Worksheet

Essential Elements:

- Corporate Contact Info
(Name, address, telephone, fax, e-mail, website, etc.)

- Geographical Coverage

- Areas of Expertise (bullet statements)

- _____
- _____
- _____
- _____
- _____

- Unique capabilities or resources

- _____
- _____
- _____
- _____
- _____

- Past Projects or Customers & Brief Description

- _____
- _____
- _____
- _____

- Key personnel experience: _____

Security Clearances (if any)

Industry licenses/certifications or quality assurance certifications (if any)

Bonding level (Construction) _____

DUNS #, CAGE code, NAICS, SIC, PSC/FSC codes:

DUNS: _____

CAGE: _____

NAICS: _____

SIC/PSC/FSC codes: _____

Small Business Certifications (HubZone, SDB, 8(a), DVBE, DBE, etc.):

Acquisition vehicles –ways they can buy from you

GSA Schedule, DOD eMall: _____

CMAS: _____

Accept government credit cards: _____

Nice to Have Elements:

Business Background/History: Be brief!

Special Accreditations or Awards: _____

Customer Testimonials: _____

Contact info for past/current customers if willing to be references:

INSERT COMPANY NAME OR LOGO

Company Slogan:

At A Glance:

Woman-owned Business

HUBZone Certified

DUNS #: _____

Cage Code: ... _____

GSA Contract #: _____

NAICS Code: ... _____

SIC Code: _____

Testimonials:



Address: _____

Ph: _____
Fax: _____
E:mail: _____
Web: _____

Why ABC Company?

- _____
- _____
- _____
- _____

Company Background

Performance History

- **Name of Past Customer:** _____
Project Description: _____

- **Name of Past Customer:** _____
Project Description: _____

- **Name of Past Customer:** _____
Project Description: _____

INSERT COMPANY NAME OR LOGO

Insert Company Slogan

At A Glance:

DUNS #:XXXXXXX

Cage Code:XXXX

GSA Contract #:...XXXXX

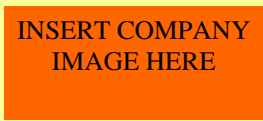
NAICS Code:.....XXXXXX

SIC Code:.....XXXX

Testimonials:

ABC Company....
XXXXXXXXXXXXXXXXXXXX
XXXXXXXXXXXXXXXXXXXX

ABC Company....
XXXXXXXXXXXXXXXXXXXX
XXXXXXXXXXXXXXXXXXXX



123 Anywhere Street
Suite N
San Diego, CA 92208
Ph: 555-555-5555
Fax: 555-555-5000
sales@abccompany.com
www.abccompany.com

Why ABC Company?

- Outstanding Reliability...
< 2% failure rate versus 15-20% failure rate of leading brands.
- Stand alone or network...
entry level computers to super servers
- 3 Year Warranty
- Competitive Pricing
- Standard & Custom built
- Assembled in the USA
- Over 40 years experience in electronics industry
- Individual components selected for durability

Company Background

ABC Company was founded by John Smith, who was also the founder of Non-Linear Systems, home of the world's first digital voltmeter. He also founded XYZ Corporation, maker of reliable portable personal computers in the 1980's.

Performance History

- **SAIC Corporation**
Supplied over \$1M in desktop PCs to date. SAIC now purchases 100% of desktop PCs from ABC Company.
- **Smith, Rutgers, and Barney**
Project Description....XXXXXXXXXXXXXXXXXXXXXXXXXXXX
- **Turner Corporation**
Project Description....XXXXXXXXXXXXXXXXXXXXXXXXXXXX
- **Seltzer and Thomas, Inc.**
Project Description....XXXXXXXXXXXXXXXXXXXXXXXXXXXX



IT
Vel Micro Works
 for you..

Mission

To Deliver Quality IT Services Quickly at affordable prices.

IT - Quality Quick Quantity

Philosophy

VMWI develops relationships with its clients to identify their needs and to provide quality solutions and technical resources that meet their needs. A relationship with VMWI allows organizations to more effectively utilize limited resources and to develop solutions that are cost effective.

Services	Customer
<ul style="list-style-type: none"> ■ Application Development ■ Web Development ■ Web Maintenance ■ Database Administration ■ Data Warehousing ■ Software Consulting ■ E-Commerce ■ E-Government ■ Custom Software Development ■ Data Entry ■ Re-engineering ■ Legacy Application Migration ■ Independent Testing & Validation 	<ul style="list-style-type: none"> ■ DNREC ■ Division of Revenue ■ Dept. of Labor ■ GIC ■ Safety and Homeland Security ■ Department of Justice ■ UD – Division of Poultry ■ Synbiotics <p>Certification:</p> <ul style="list-style-type: none"> • VMWI is an 8(a) certified company • Disadvantaged Business Enterprise • (OMWBE) has certified it as a Minority Business.

It is Easy, Fast and Affordable for your Successful Business.

- **E-mail your Projects**
- **Cost estimate**
- **Rapid Response.**
- **Satisfaction Guaranteed.**

We are only a phone call or an e-mail away.

Point of contact: Sakthi A. Vel - (302)-239-4661 or vel@velmicro.com

Example # 2



Leading Supplier of Digital Recording Solutions for Video, Voice & Data
The Jackson Building
 3440 Park St.
 Grove City, OH 43123
 P. 614-875-8500 or 800-556-8556
 F. 614-875-8179
 Web www.soundcommunications.com
 Email sales@soundcommunications.com

At A Glance:

Cage Code.....1XH20
 DUNS#621360361
 Set-Asides Small Business
 Vietnam-Era Veteran Owned
 EIN31-1331321
 Organization.....S Corp

Capabilities Statement

Capabilities

- Digital Audio Recording
- Call Center Support
- Digital Video Surveillance/Recording
- Call Center Performance Optimization
- Agent Evaluation Systems
- Digital Court & Commission Recording

Company

Established in 1983, Sound Communications is Vietnam-era veteran-owned, small business. We are the Midwest's leading supplier of digital recording solutions for video, voice and data. Our digital voice recording platform of choice is Mercom's Audiolog, and we are one of only six Mercom Platinum Dealers worldwide. Mercom's product line also includes MIQ Agent Evaluation Software.

In addition, we are also certified resellers and partners for VIQ Solutions (digital courtroom recording) and Concerto Software (contact center performance solutions). Sound Communications also develops and installs our own **SCI-DVR**: turnkey digital video recording solutions. Our systems are recording video, voice and data in hundreds of facilities throughout the Midwest and beyond.

Executive Bios

Garry Stephenson (Founder, President & CEO) has more than 20 years of experience in digital recording. He holds a bachelor's degree from Ohio University, and is a Vietnam-era veteran of the U.S. Navy. Garry serves on the Mercom Systems Advisory Board for Value Added Resellers.

Toni VanHorn (Vice President & CFO) has more than 25 years of experience in business and fiscal management. She is an alumna of Bowling Green State University and the University of Cincinnati, having studied Business Administration at both institutions

Darin Cooper (Systems Engineer & CTO) has more than eight years of experience in both mid-level business management and digital recording. He is a graduate of the University of South Florida, and was designated Sales Engineer of the Year by Mercom in 2003.

Client References/Performance History

American Electric Power Multi-site installation spanning six states and incorporating call recording and agent evaluation packages.	United States District Court, Southern District of Ohio Enterprise-level courtroom recording systems in Dayton and Cincinnati	Union County (OH) Court of Common Pleas Enterprise-level courtroom recording systems in Probate and Juvenile courts
Cinergy Corporation Call recording with integrated screen capture encompassing two sites and more than 1000 channels.	United Parcel Service Multi-site installation incorporates call recording with network-attached storage (NAS) and centralized archiving	Hewlett Packard This outsourced Procter & Gamble installation includes call recording at multiple sites with both traditional and home-based agents.
Bureau of Public Debt Multi-site call recording installation upgraded in 2005.	The Berry Company Multi-site installation spans 10 states and includes VoIP recording.	Fairfield County Sheriff 16-camera digital video recording and surveillance system