Data Call – Win Themes

The Team is everywhere you (the Customer) are

Features	Benefits
Team has presence at every customer Center of Excellence	- Relationships - Network of Army branch and specialty specific SMEs - Understanding of CoE specific missions and challenges - Task Order fast start

Proof (Response to Proof Example)					
Company	**List of CoEs***	**Contract as Prime or Sub**	**Courses/Products**	**Size/Scope/ Complexity**	**Contract End Date**
Teammate	U.S. Army Special Operations CoE	**REDACTED**	**REDACTED**	**REDACTED**	**REDACTED**
	U.S. Army Special Operations CoE	**REDACTED**	**REDACTED**	**REDACTED**	**REDACTED**
	MCoE	**REDACTED**	**REDACTED**	**REDACTED**	**REDACTED**
Teammate	U.S. Army Aviation Center of Excellence	**REDACTED**	**REDACTED**	**REDACTED**	**REDACTED**
	U.S. Army 316th Cavalry Training Brigade, MCOE	**REDACTED**	**REDACTED**	**REDACTED**	**REDACTED**
	U.S. Army Special Operations CoE	**REDACTED**	**REDACTED**	**REDACTED**	**REDACTED**
	U.S. Army Armor School, MCOE	**REDACTED**	**REDACTED**	**REDACTED**	**REDACTED**
	TRADOC Rapid Mobile App Development Services	**REDACTED**	**REDACTED**	**REDACTED**	**REDACTED**
Teammate	US Army Fires Center of Excellence (FCoE) at Fort Sill, OK	**REDACTED**	**REDACTED**	**REDACTED**	**REDACTED**

	US Army MCoE, FCoE, MSCoE,	REDACTED	REDACTED	REDACTED	REDACTED

Team	
Team has presence at every Center of Excellence	• USASOC CoE • MCoE • FORSCOM • US Army Aviation CoE • TRADOC • FCoE • MSCoE

CoE	Teammate	Teammate	Teammate	Teammate	Teammate	Teammate	Teammate
U.S. Army Special Operations Center of Excellence (SOSCoe) Ft. Bragg	X						
U.S. Army Aviation CoE (ACoE) Ft. Rucker)							
U.S. Army Fires CoE (FCoE) Ft. Sill		X					
U.S. Army Intelligence CoE (ICoE) Ft. Huachuca							
U.S. Army Maneuver CoE (MCoE). Ft. Benning	X	X					
U.S. Army Maneuver Support CoE (MSCoE)		X					
U.S. Army Mission Command CoE (MCCoE) Ft. Leavenworth							
U.S. Army Signal CoE (SIGCoE) (future transition to Cyber CoE (CCoE)) Ft. Gordon							
U.S. Army Sustainment Center of Excellence (SCoE) Ft. Lee							

Ordnance (Ft Lee) Transportation (Ft. Eustis) Quartermaster (Ft. Lee) Soldier Support Institute (Ft. Jackson) Army Logistics University (Ft. Lee)						

Features	Benefits
Team supports other Army commands and locations	• Relationships • Network of Army branch and specialty specific SMEs • Understanding of CoE specific missions and challenges

Proof (Response to Proof Example)					
Company	List of other Army Commands and Locations Supported	Contract as Prime or Sub	Courses/Products	Size/Scope/ Complexity	Contract End Date
Teammate	PEO STRI and PEO C3T	REDACTED	REDACTED	REDACTED	REDACTED
Teammate	US Army Fires Center of Excellence (FCoE) at Fort Sill, OK	REDACTED	REDACTED	REDACTED	REDACTED
	US Army MCoE, FCoE, MSCoE,	REDACTED	REDACTED	REDACTED	REDACTED
	US Army Fires Center of Excellence (FCoE) at Fort Sill, OK	REDACTED	REDACTED	REDACTED	REDACTED
	US Army MCoE, FCoE, MSCoE,	REDACTED	REDACTED	REDACTED	REDACTED

Team	
Team supports other Army commands and locations	• PEO STRI • PEO C3T • FCoE • MCoE • MSCoE

CoE	Teammate	Teammate	Teammate	Teammate	Teammate	Teammate	Teammate
Forces Command, Bragg	X						
PEO STRI							
PEO C3T		X					

*List of CoEs:

The TRADOC Centers of Excellence are:

(1) U.S. Army Aviation CoE (ACoE) Ft. Rucker)

(2) U.S. Army Fires CoE (FCoE) Ft. Sill

      FA

      ADA

(3) U.S. Army Intelligence CoE (ICoE) Ft. Huachuca

(4) U.S. Army Maneuver CoE (MCoE). Ft. Benning

      Armor

Infantry

(5) U.S. Army Maneuver Support CoE (MSCoE).

      Engineer

      MP

      CBRN

(6) U.S. Army Mission Command CoE (MCCoE) Ft. Leavenworth

(7) U.S. Army Signal CoE (SIGCoE) (future transition to Cyber CoE (CCoE)) Ft. Gordon

      Signal

      Cyber

(8) U.S. Army Sustainment Center of Excellence (SCoE) Ft. Lee

Ordnance (Ft Lee)

Transportation (Ft. Eustis)

Quartermaster (Ft. Lee)

Soldier Support Institute (Ft. Jackson)

Army Logistics University (Ft. Lee)

9. U.S. Army Special Operations Center of Excellence (SOSCoe) Ft. Bragg

Special Forces

Civil Affairs

Psyops

Others

U.S. Army Cadet Command (USACC).

U.S. Army Institute for Noncommissioned Officer (NCO) Professional Development (INCOPD).

U.S. Army Recruiting Command (USAREC).

U.S. Army Sergeants Major Academy (USASMA).

Combined Arms Center

CGSC/ILE

Army Civilian University

Chaplain Center and School

Team Ais large and stable

Features	Benefits	Proof	Response to Proof (Example) Fill in Your Experience
High capacity	- Ability to do large tasks simultaneously - Ability to surge to meet needs	Great processes	- PMBOK - Surge: **REDACTED** - Surge: **REDACTED**
		Awards/citations (date)	**REDACTED** **REDACTED**
		Certifications	
		Testimonials (date)	- REDACTED **REDACTED** **REDACTED** **REDACTED** **REDACTED**
Motivated Workforce	Consistency, Efficient, Excellence	Employee Satisfaction	**REDACTED** **REDACTED** **REDACTED** **REDACTED**
Stable workforce	Efficient	Retention rate	**REDACTED** **REDACTED**

Team is focused on training and human performance

Features	Benefits	Proof (Current)
technically proficient and capable in training and human performance	• Low risk • Fast response	• XX employees • XX ISDs • XX Instructors • X eLearning developers • X sim/game/etc. developers • XX Others in Scope
technically proficient and capable in training and human performance	• Low risk • Fast response	• XX employees • X% A.S. • X% B.A./B.S. • X% M.A./M.S. • X% PhD. • eLearning developers • Simulation/game developers
highly qualified people	• High quality products and services	• Advanced degrees (PhDs. And Masters)
highly qualified people	• High quality products and services	• Advanced degrees (PhDs. And Masters)
large amount of current contract-specific related work	• Access to experienced staff and resources	• Large contracts and projects: • XX • XX • XX
XX years of Simulation Excellence	• Technical Expertise and Simulation SMEs	• X% of company with military experience: • More Certified Modeling and Simulation Professionals than any other company in the world • Serious Games Award Winner

Cutting Edge IMI experience	• Sole DoD distributor for XX	• **REDACTED** • **REDACTED**

Team	
Employees	XX
ISDs	XX
Instructors	XX
eLearning developers	XX
Simulation/game developers	XX
Contract scope (graphic artists, computer programmers, etc.)	XX

Personnel	Teammate	Teammate	Teammate	Teammate	Teammate	Teammate
Employees	**XX**	**XX**	**XX**	**XX**	**XX**	**XX**
ISDs	**XX**	**XX**	**XX**	**XX**	**XX**	**XX**
Instructors	**XX**	**XX**	**XX**	**XX**	**XX**	**XX**
eLearning developers	**XX**	**XX**	**XX**	**XX**	**XX**	**XX**
Simulation/game developers	**XX**	**XX**	**XX**	**XX**	**XX**	**XX**
AVLE scope (graphic artists, computer programmers, etc.)	**XX**	**XX**	**XX**	**XX**	**XX**	**XX**
Veterans	**XX**	**XX**	**XX**	**XX**	**XX**	**XX**

Team has a long history of learning systems innovation

Features	Benefits	Proof
provides **Innovative Technology**	The right technologies to create and innovate	• **Innovative technologies:** • **REDACTED**
		• **Awards/citations (date):** • **REDACTED**
		• **Testimonials (date):** • **REDACTED** • **REDACTED** • **REDACTED** • **REDACTED**

We are thought leaders in applying technologies to solve learning and human performance challenges

Features	Benefits	Proof
People Thought Leadership	• The right people to create and innovate	• **Publications (date):** • **REDACTED** • **REDACTED**
		• **Testimonials (date):** • **REDACTED** • **REDACTED**

Team has specific processes to ensure innovative learning solutions in collaboration with TCM TADLP and users

Features	Benefits	Proof
provides innovative Methods: • **Assess** • **Gain approval** • **Insert tech** • **Document** • **Sustain**	• The right methods to create and innovate • Army will be early adopters of the latest in training tech	• **Awards/citations (date):** • **REDACTED** • **REDACTED**
		• **Testimonials (date):** • **REDACTED** • **REDACTED** • **REDACTED**

Team has Veterans

Features	Benefits	Proof
The majority of Team's employees are Veterans	• Employees are familiar with military needs	• Team has XX Veterans as employees; which equals to XX% Veterans

Team	
Veterans	• XX