

CAPABILITY STATEMENT



Data-driven Organization Development Support to Government

The President's Management Agenda challenges government agencies to improve customer experience, increase collaboration across agencies, and eliminate unnecessary regulations. Meeting these challenges means undertaking major organization development and change initiatives that impact all parts of your organization. There is an opportunity for your agency to thrive in this climate by seizing opportunities to innovate and grow. Using data-driven strategies, Profile Partners helps guide federal, state, and local government agencies through organizational change and transformation. Our unique approach – Roadmap for Innovation – will help you increase team productivity, employee effectiveness, readiness for change, cost containment, innovative thinking, and growth.

Core Competencies & Services

Profile Partners designs and supports government change initiatives with the following essential services:

- Training and leadership skills development
- Meeting, event, and process facilitation
- Public outreach, marketing & crisis communications
- Strategy and planning
- Process improvement
- Facilities and infrastructure planning
- Strategic communications
- Organizational insight and diagnosis
- Event planning and management
- Creative services: print, web, video, social media
- Innovation and entrepreneurship in government

Past Performance - Government Agencies

- Launched and grew multiple strategic public-private partnerships in the areas of science and technology, manufacturing, and education. 10 years.
- Facilitated integration of regional workforce system, which included aligning resources of 10 state and local government agencies. Three years.
- Created and delivered curriculum that teaches government employees how to build successful coalitions with other federal agencies for the purposes of technology transfer and business development. Two years.
- Supported advocacy initiatives for DoD science and technology programs with local, state, and national legislators, which resulted in millions of dollars in support for Aberdeen Proving Ground projects. Eight years.
- US Army Maneuver Support Center. Developed learning units on crisis communications in training program for soldiers. 18 months.
- Guided Harford County Public Schools in developing a 10-year roadmap to improve student performance in science, technology, engineering, and mathematics (STEM), which resulted in a 20% increase on key metrics. Six years.

COMPANY DATA

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Differentiators

- "Train the Trainer" approach to consulting: we help you strengthen your in-house capabilities
- Decades of experience working with federal, state, & local agencies, and deep understanding of unique impacts of change on public sector organizations
- Specialized expertise in helping leaders create and sustain a culture of innovation in the public sector
- Emphasis on diagnostics that encompasses leadership, team and individual performance, and customer relationships
- Multiple awards from professional organizations: Two-time international Athena Award finalist, Visionary Leader Award from Northern MD Tech Council, Excellence in Government Award from the Federal Executive Board, MARCOM Platinum Award, seven Telly Awards for video production