



Stony Brook **University**

Creating a Capability Statement

Presented by:

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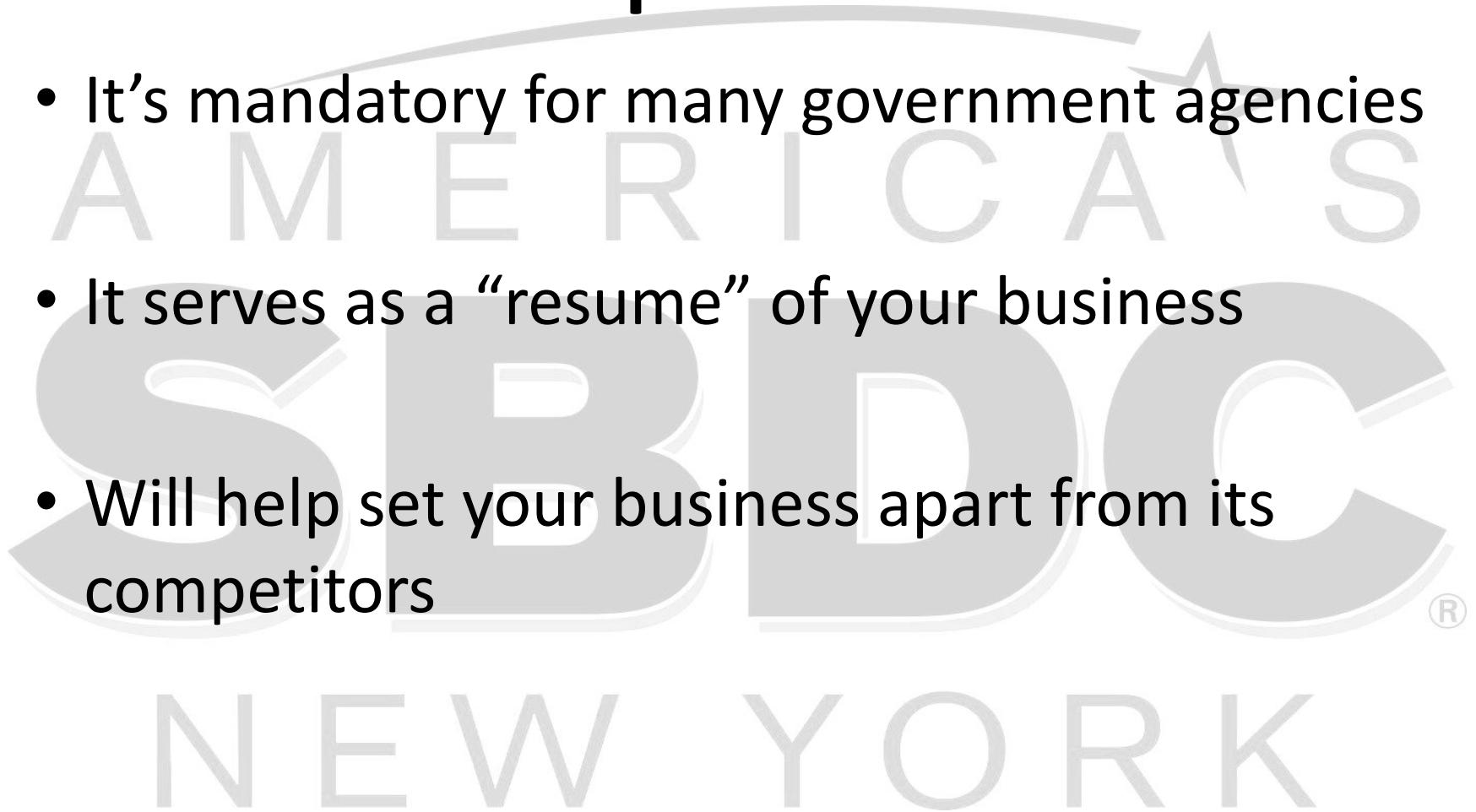


What is a Capability Statement?

- Narrative summary of your business for a government agency
- Highlights the unique attributes of your business
- Should be no more than 2 pages in length

Why is a Capability Statement Important?

- It's mandatory for many government agencies
- It serves as a “resume” of your business
- Will help set your business apart from its competitors



Capability Statement Format

1. Core Competencies
2. Past Performance
3. Differentiators
4. Corporate Data
5. Contact Information



Core Competencies

- SHORT introduction of the capabilities of the business
- Specific needs of the target agency can be followed by bullet points

Essentially, this should not relay everything your business is capable of, but the core expertise, specifically related to the agency the capability statement is written for.

Past Performance

- A listing of past customers for whom your business has done similar work.
- Prioritize. Start with related agency, to all federal or other government, to commercial contracts.
- If the past projects do not relate to the targeted agency's needs, do not list.

Differentiators

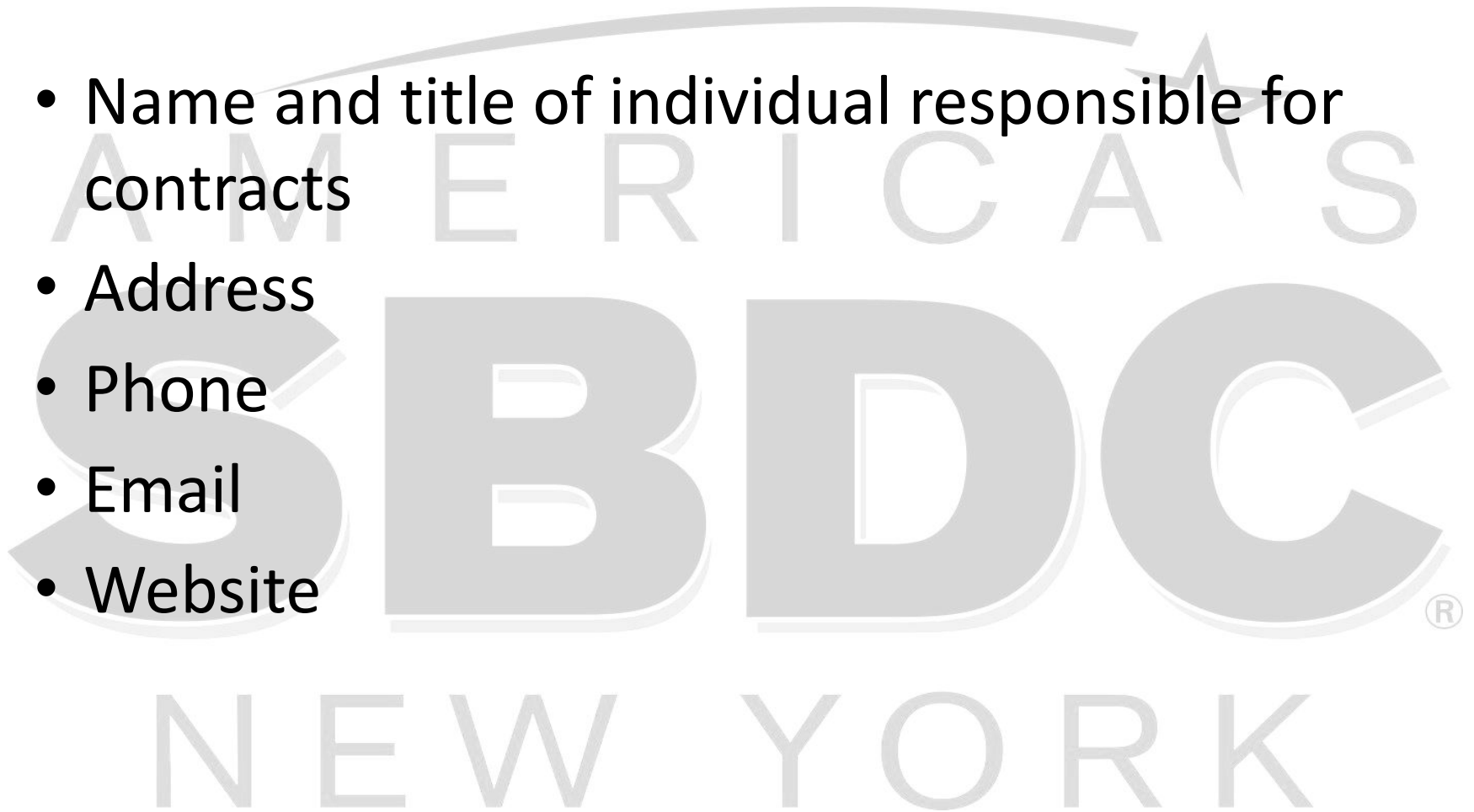
- Doing business with the government is highly competitive. As such, it is important to illustrate what makes your business stand apart from its competitors. If you have any special accreditation or awards, list them here. Additionally, providing answers to the following questions will help:
 - *What is it about your products/services that make you stand apart from the rest?*
 - *What is it about your staff that gives you an advantage over your competitors?*

Company Data

- One or two short sentences with a company description including size of your firm, revenue, number of employees and typical geographic area served.
- Listing of specific pertinent codes:
 - DUNS
 - Socio-Economic Codes, 8(a), HUB Zobne
 - Woman/Minority/Veteran/Disadvantaged Certification®
 - NAICS (Put in all, if more than one)
 - CAGE Code

Contact Info

- Name and title of individual responsible for contracts
- Address
- Phone
- Email
- Website



Sample Capability Statement

<p>Company Data</p> <p>GPC LLC is a military construction contractor with over \$3.5 million in annual revenue and 20+ employees worldwide.</p> <p>DUNS 625886952</p> <p>NAICS Codes 237990 Other Heavy and Civil Engineering Construction</p> <p>238160 Roofing Contractors</p> <p>238320 Painting and Wall Covering Contractors</p> <p>236210 Industrial Building Construction</p> <p>236220 Commercial and Institutional Building Construction</p> <p>238140 Masonry Contractors</p> <p>238190 Other Foundation, Structure and Building Exterior Contractors</p> <p>238310 Drywall and Insulation Contractors</p> <p>238350 Finish Carpentry Contractors</p> <p>238390 Other Building Finishing Contractors</p> <p>332321 Metal Window and Door Manufacturing</p> <p> </p>	<p>Gulf Pacific Contracting, LLC</p> <p>202 E. Pennsylvania Ave, Bonifay, FL 32542 (tel) 850-547-5020 (fax) 850-547-5022 www.gpclonline.com</p> <p>Offering Solutions To Those Who Support Our Freedom</p> <hr/> <p>CAPABILITY STATEMENT</p>
	<p>Capabilities</p> <p>Experts in:</p> <ul style="list-style-type: none">Restoration of masonry (sand blasting, caulking, tuckpointing and painting), marine construction, renovation/rehabilitation, historical restoration, roofing coating, HVAC, installation of overhead doors, fire proofing, protective coating application, and painting IDIQ contracts.Extensive experience in site and concrete construction including earthwork, site utilities, site concrete and structural concrete.
	<p>Differentiators</p> <p>Leading the way...</p> <ul style="list-style-type: none">Gulf Pacific Contracting excels in structural and vertical construction projects for the military. Our experience with the Military's system of inspections and standards will allow for an easy integration and immediate performance.We maintain a robust safety program as evidenced by a record of zero lost-time injuries since our inception. Further, we currently enjoy an "EMR" rating of 1.00.We will demonstrate that we are the professionals who represent outstanding service and dedication. We will set the "example" with every task to be deemed "Preferred" when it comes to the next contracting decision. <p> </p>
<p>Contact Information</p> <p>Jason M. Howell Managing Member 850-547-5020 jason@gpclonline.com</p>	<p>Past Performances</p> <p>High Customer Satisfaction!</p> <ul style="list-style-type: none">Repeat business from the National Park Service, NAVFAC Southeast, United States Air Force, United States Coast Guard and United States Marine Corps.Multiple projects completed at NAS Key West, Tyndall AFB, Whiting Field, Marine Corps Logistics Base (Albany), Robins AFB, NCBC Gulfport and Stennis Space Center.Excellent relationships with all subcontractors.We deliver on time and within budget at a fair and reasonable cost.

Questions?

Small Business Development Center

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