

Federal Contracting Center (FeCC) A Department of Defense APEX Accelerator



DEPARTAMENTO DE
DESARROLLO
ECONÓMICO Y COMERCIO



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Objectives

What is a
capability
statement?

What will it
do *for you*

Review
examples

Using AI as
a helping
hand



What is a Capability Statement?

1

A document that shows what your company is and what it can do for potential clients.

2

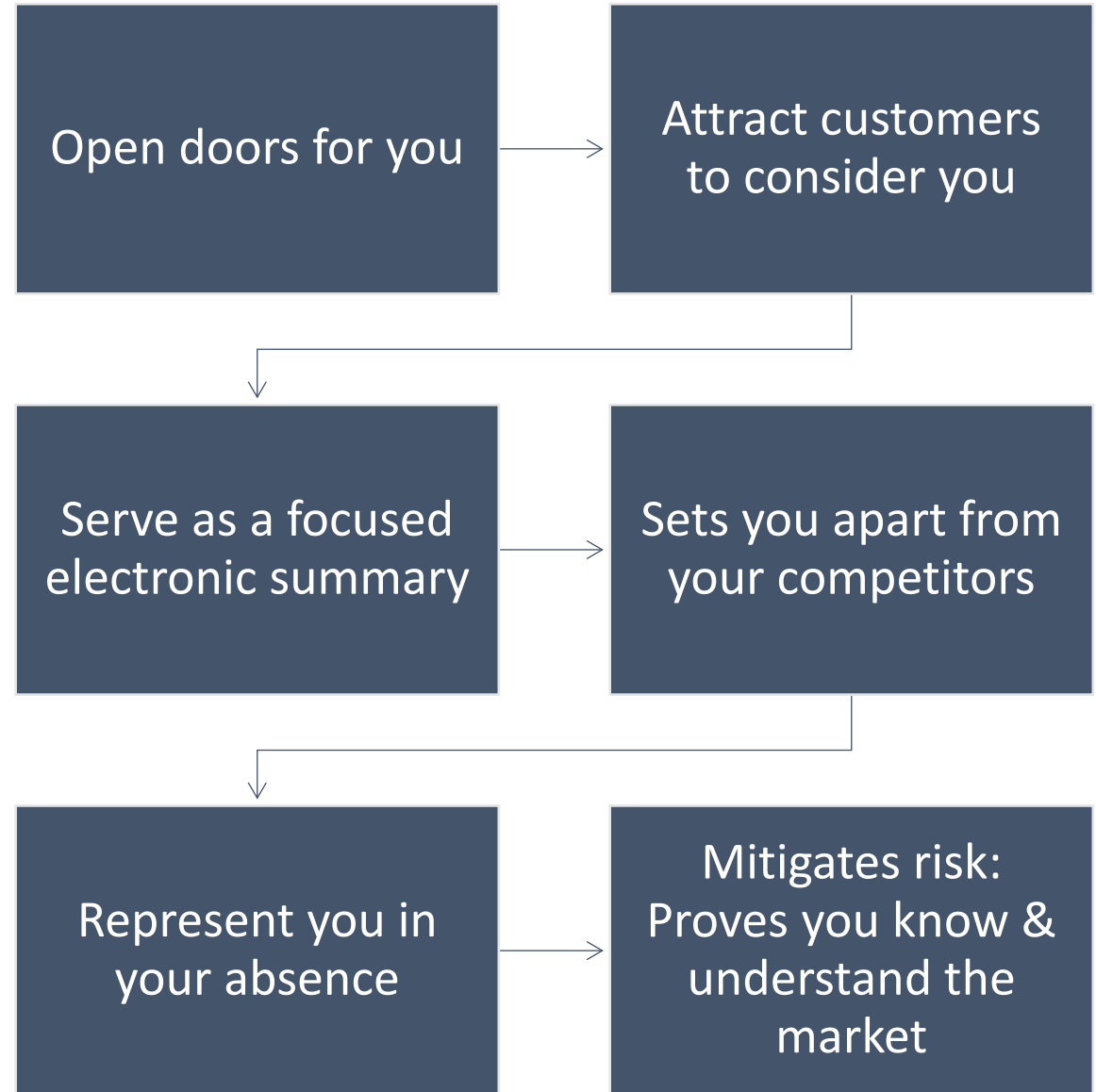
It outlines your company's core competencies, past performance, and what sets you apart from the competition.

3

It is a communication and marketing tool to build confidence and relationships with prospective clients and decision-makers.



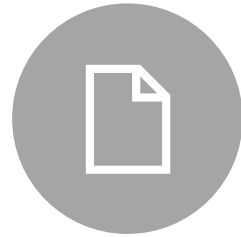
What will a Capability Statement do for you?



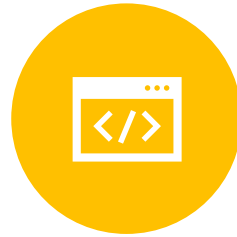
Door-Opener Capability Statement



1 OR 2 PAGES (1 SHEET)



LIVING DOCUMENT FORMAT



DEPENDING ON ITS USE, IT MAY CHANGE FOR EACH CUSTOMER



THE MASTER COPY IS THE BASE



IF EMAILED: USE PDF FORMAT, NO WORD, PUBLISHER

...



CAPABILITY STATEMENT

UEI 123456789 CAGE X123J
Website

email@compania.com

POC: Juana del Pueblo

Tel. 787-125-1245

Core Competencies

With over [X] years of experience in the construction industry, [Company Name] specializes in providing comprehensive, cost-effective solutions to both private and government sectors.

- General Construction
- Facilities & Utilities Construction
- Safety & Compliance Management
- Mechanical Engineering
- Demolitions & explosives
- Underground piping

Past Performance

- **Project 1:** Commercial development project worth \$10 million, achieving a project completion rate 10% faster than industry standards.
- **Project 2:** Restored a historic landmark building, receiving an industry recognition award for preserving its architectural integrity while incorporating energy-efficient features.

Differentiators

- **Proven Safety Record:** 5 years of zero lost-time incidents and 100% OSHA compliance.
- **Timely Project Completion:** 95% of projects completed on time or ahead of schedule.
- **Cost Efficiency:** Average cost savings of 12% compared to initial project estimates.

Company Data

- Physical address
- SBA certifications
- Contract Vehicles
- NAICS
- Teaming agreements or JVs
- Bonding (if applicable)

• Five Key Elements

- Title
- Core Competencies
- Past Performance
- Differentiators
- Company Data

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Examples of Capability Statements



One Page Capability Statement Template for Janitorial Firm

This one pager covers information regarding capability statement including details about differentiators, core competencies, past performance.

Past Performance

Past project 1

- Housekeeping services for 100,000 sq. ft. facility
- Total contract value - \$30,000,000 (5 years)
- Your text here

Past project 2

- Housekeeping services for 300,000 sq. ft. facility
- Total contract value - \$40,000,000 (5 years)
- Your text here

Past project 3

- Housekeeping services for 400,000 sq. ft. facility
- Total contract value - \$60,000,000 (5 years)
- Your text here

ABC Maintenance

Wahiawa Office: 2345, Main Street, Seattle, US

Phone: 888 888 1244

E-Mail: info@abc.com

Point of Contact: Margaret Thatcher

Other clients

- Client 1
- Client 2
- Client 3
- Client 4
- Client 5

Core Competencies

Founded in 2008, ABC Maintenance specializes in providing janitorial cleaning services and other facility maintenance services



CONSTRUCTION
YOUR BLOG HERE

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

ABOUT US

Lorem ipsum dolor sit amet, consectetur adipiscing elit. Curabitur et efficitur ligula. Ut gravida prebium 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 porttitor at, fringilla nec nibh.

CORE COMPETENCIES

Capability Area One



Capability Area Two



Capability Area Three



Capability Area Four



DIFFERENTIATORS



Widescope Consulting and Contracting Services LLC.
Email: info@widescopeccs.com
Phone: (404) 545-7908
www.widescopeccs.com

FLORIDA:
14466 Kandi Ct. Largo FL 33774

PENNSYLVANIA:
2339 Pineview Dr. Malvern Pa. 19355

CAPABILITIES STATEMENT

ABOUT WIDESCOPE

Widescope Consulting Contracting and Services delivers information technology and staff augmentation services to the federal government, state and local municipalities. We bring to bare fast, reliable, immediately productive, and experienced resources from multiple disciplines to reduce risk and ensure customer satisfaction. Utilizing customer focused demand management processes, we continuously prepare and develop talent tailored towards your specific needs.

We constantly strive to be a company that delivers an outstanding work product without requiring a lot of maintenance from our government clients. Our ultimate goal is to surpass your expectations and make your job easier, not more difficult.

CORE COMPETENCIES

Widescope Consulting Contracting and Services helps customers meet their technology objectives by providing technical resources to meet their short and long term IT requirements related to the following:

- Staff Augmentation
- Project Management
- Program Management
- Software Development
- Executive Administration

PAST PERFORMANCE

- Submarine Fiber Optics Mapping & Cabling
- Cyber Security & Visitor Management Solutions
- Facility Management & Security Modernization
- Dynamic Dashboards for Data Mining & Analytics
- Software & Website Development/Maintenance
- IT, Communications, & Internet Connectivity
- Advanced Training & Curriculum Development
- Modern Video Conferencing (VTC) Installations

FEATURED CLIENTS

- Space and Naval Warfare Systems Command (SPAWAR)
- US Defense Information Systems Agency (DISA)
- The Christian Methodist Episcopal Church
- Naval Computer and Telecommunication Station (NCTS)

CODES & CERTIFICATIONS

- Disabled Veteran Owned Small Business
- DOT certified DBE
- WOSB Certified
- CAGE Code – 743B9



Images taken from websites that sell templates – Do not copy

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Using AI to generate ideas

<https://gemini.google.com>

<https://chatgpt.com>



ChatGPT:

- Write a capability statement to be presented to a VA buyer for a company that specializes in mechanical engineering, HVAC and communications. Make it one page and include core competencies, past performance and differentiators, differentiators should be quantifiable.

GPT

ChatGPT, developed by OpenAI, stands as one of the fastest models available for a wide range of everyday tasks. This AI model is equipped to answer questions and provide assistance with various tasks, including composing emails, essays, and code.

You can start a conversation from the message box below or try the following examples:

- Describe futuristic cityscape at night.
- Write a thrilling pirate adventure.
- Explain quantum computing basics.

Write a capability statement to be presented to a VA buyer for a company that specializes in mechanical engineering, HVAC and communications. Make it one page and include core competencies, past performance and differentiators, differentiators should be quantifiable.



Core Competencies

[Your Company Name] specializes in providing comprehensive mechanical engineering, HVAC (Heating, Ventilation, and Air Conditioning), and communications solutions. Our services encompass:

- Mechanical Engineering: Design, analysis, and optimization of mechanical systems; CAD modeling; prototyping.
- HVAC Systems: Design and installation of energy-efficient HVAC systems; retrofitting existing systems; maintenance and repair services.
- Communication Systems: Integration of advanced communication technologies; consulting on system architecture; deployment of networking solutions.

Past Performance

Client Name:

Scope: Design and implement HVAC systems for [specific project or location]

Outcome: Reduced energy consumption by 30%, resulting in annual cost savings of \$50,000.

Client Name:

Scope: Complete renovation of HVAC systems for [describe facility type]

Outcome: Enhanced indoor air quality and comfort, achieving a 95% satisfaction rating from occupants.

Differentiators

- Efficiency Expertise: Our innovative designs have led to a 25% reduction in energy use across multiple HVAC installations, contributing to over \$100,000 in energy savings for clients.
- Experienced Team: Our engineers possess an average of 15 years of experience in mechanical engineering and HVAC solutions, ensuring expertise and reliability.
- Certifications: We hold [relevant industry certifications, e.g., LEED, ASHRAE], demonstrating our commitment to excellence and sustainability.
- Customer Satisfaction: Achieved a 98% client retention rate through superior service and results-oriented solutions, as evidenced by our client testimonials and repeat contracts.
- Timely Delivery: Maintained a 100% on-time project completion rate for the past 5 years, ensuring minimal disruption and adherence to schedules.

Remember

- You are not alone in this process. Our experienced counselors will assist you navigate the Federal Government marketplace.
- Request an appointment today!
 - fecc@ddec.pr.gov
 - 787.758.4747 x. 3181
 - <https://federalcontracting.ddec.pr.gov>



Thank You!

