

# Capabilities Statement For Government

## About TrainSMART

TrainSMART is a leading provider of learning solutions that helps organizations achieve their optimal results. We collaborate with our clients to design customized strategies and training programs that increase productivity and confidence, improve performance, and foster a culture of excellence. With 30+ years of experience in process, technology, and performance development, we have served clients globally and are committed to building long-term relationships and providing exceptional customer service.

## Differentiators

The TrainSMART Team looks at every project as unique and custom and not “cookie cutter.” We know that each engagement holds a different purpose, outcome, objectives, activities, structure, and variables. While the approach remains unique, we possess systems, processes and standards that assist in managing a project to completion and success. We believe TrainSMART provides value and tangible benefits to the client through the following:

- » **Communication:** TrainSMART works to consistently and clearly communicate throughout the project. We utilize a “one point-of-contact” method to reduce confusion and ensure consistency and accuracy of communication.
- » **Processes:** TrainSMART developed many processes that we utilize across clients.
- » **Tools and systems:** TrainSMART utilizes a number of tools and resources to track, review and communicate status and progress.
- » **Resource management:** TrainSMART uses a consultant-at-large model to keep prices reasonable and ensure the best talent for the job is engaged in the project.
- » **Train-the-Trainer:** TrainSMART has a three day internationally certified Train-the-Trainer program which is offered as a private workshop or a public offering across the United States.

## Certification

» **WBENC:** 233683 11/30/2025 » **WOSB:** W110331 11/30/2025

## NAICS Codes / Cage / UEI

611430 Professional Management Development Training (Primary)  
611420 Computer Training  
611710 Educational Support Services  
541519 Other Computer Related Services  
541611 Administrative Management and General Management Consulting Services  
541690 Other Scientific and Technical Consulting Services  
611710 Educational Support Services  
541612 Human Resources Consulting Services  
561410 Document Preparation Services  
541618 Other Management Consulting Services  
» **Unique Entity ID:** HJ8PE9MV7F55  
» **SIC Code:** 8748 » **CAGE:** 3HNX5

## Core Competencies / Capabilities:

### Custom Learning Solutions

- » eLearning module development
- » Instructor-led training
- » Virtually facilitated training
- » Microlearning
- » Scenario-based learning
- » Problem-centered learning
- » Gamification and Leaderboards
- » Knowledge and performance-based assessments
- » Train-the-Trainer sessions
- » Executive Coaching

### Instructional Design Support

- » Job aids
- » Quick reference guides
- » Infographics
- » Standard operating procedures
- » Work Instructions
- » Employee manuals
- » User guides
- » Playbooks
- » Animated videos

### Training Needs Assessments

- » Learner/audience analysis
- » Training needs analysis
- » Organizational analysis
- » Gap analysis
- » Job task analysis
- » Surveys
- » Interviews
- » Focus groups
- » Data analytics

### Soft Skills / Upskills Workshops

- » Communication Workshops
- » Emotional Intelligence
- » Managing and Leading Virtual Teams
- » People Skills and Professionalism
- » Project and Stress Management
- » Successful Negotiation Techniques
- » Innovation and Creativity
- » Problem Solving and Decisiveness
- » Professional Business Writing
- » Making Meetings Work

## Past Performance

TrainSMART works with all industries and size companies working across multiple geographies and time zones. Each project has a dedicated point of contact to support the project. A few examples of projects are listed below.

- » **Missile Defense Agency:** Facilitating tailored virtual professional development workshops.
- » **Homeland Security:** Designed, developed and facilitated in person and virtually facilitated leadership workshops.
- » **United States Department of Agriculture:** Virtually facilitated an Effective Business Writing and Email Best Practices workshops.
- » **Air Force Installation Contracts:** Virtually facilitated a tailored Train-the-Trainer workshop series.
- » **United States Air Force, United States Army, United States Navy, United States Marines:** Facilitated multiple Train-the-Trainer and Effective Presentation Skills workshops.
- » **DOD Finance & Accounting Services:** Virtually facilitated tailored Effective Business Writing for the Workplace.
- » **HUD.gov:** Custom-tailored Design & Facilitated Various Professional Development Workshops
- » **U.S. Customs & Border Protection:** Mission Support. Facilitated an offsite for thirty federal leaders on the topic of creativity and innovation when leading a hybrid workforce.
- » **Department of Defense:** Custom-tailored Design & Facilitated Various Professional Development Workshops For Department of Defense

## CONTACT US

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