

## Charles Bennett Group, LLC - Capability Statement

<b>Charles Bennett Group, LLC</b> 8714 East Voltaire Avenue Scottsdale, AZ 85260-4128	DUNS Number	827-576-161
	TAX ID	26-2952248
	CAGE Code / SMO Code	4KFJ3
	SIC Codes	7379, 7389, 8711, 8742, 8748, 1311, 1321, 1381, 1382, 1389
	NAICS Codes	541330, 541512, 541611, 541613, 541618, 541690, 541990
	Business Type	Service-Disabled Veteran-Owned Small Business (SDVOSB)

**History:** Charles Bennett Group, LLC (CBG) was founded and incorporated in the State of Arizona, USA. CBG is a privately held global management consulting, technology services, and investment firm that provides Business, Technical, and Financial Services to world-wide clients. Our employees have intimate knowledge of the global and regional business concerns. We bring a unique perspective to your team as our employees have extensive operational (user) experience combined with their financial, program management and technical engineering backgrounds. CBG's Teams can see the problem from both the buyer and seller points of view - we speak buyer and seller language and can translate as needed to your team.

**Our Business Vision and Mission:** CBG is your "Problem Solver". We are committed to solving your company's most complex business, technical, or financial challenges. Our Business Vision is "to improve your top-line and bottom-line performance". Our Business Mission is "to help our clients to Plan, Position, Pursue, Propose, WIN!, and Perform". Our Long-Term Business Goal is "to provide you the right resources to make your experience with us so value added that the next time your need resources you only call on us". We intend to become your only surrogate service provider. Utilizing our proven processes and tools, we improve your company's operational performance and maximize your revenue and profitability by bringing the right people, processes, and tools to bear on a problem at the right location. Finally, we are, or can be your change agents.

Offerings	Our CBG Delivery Teams are Subject Matter Experts (SMEs) and Domain Experts
<b>Business</b>	<ul style="list-style-type: none"> <li>✓ New Business and Yearly Plans: We provide expertise to launch and run your business by assisting you in generating your Business Plan, Venture Capital Presentation, 5 to 10 Years Long-Range (Strategic) Plans, Yearly, Operational (Tactical) Plans, Business Unit Plans, Capture Plans, and Proposal Plans</li> <li>✓ Audits/Assessments: We provide teams to assess organization, plans, competencies, &amp; markets</li> <li>✓ Training: We provide C-level and Functional Management Business process training and "Repeatable, Scalable, and Tailorable Processes and Templates" for all Plans and Projects</li> </ul>
<b>Proposals</b>	<ul style="list-style-type: none"> <li>✓ Capture Plans: Develop detailed executable Resource, Win Strategy, Baseline, &amp; Teaming Plans</li> <li>✓ Proposal Plans: Develop detailed Review Plan to ensure Offer is compliant &amp; compelling</li> <li>✓ Management Review Plans: Develop detailed executable Pursue, Bid, Submit, &amp; BAFO Plans</li> <li>✓ Color Team Plans: Develop detailed executable Blue, Gold, Pink, &amp; Red Team Review Plans</li> <li>✓ Specialty Team Plans: Develop detailed executable PTW, IMP/IMS, Risk, Orals, &amp; Demo Plans</li> <li>✓ Competitive Analysis Plans: Develop detailed Competitive Analysis &amp; Black Hat Plans</li> <li>✓ Training: Provide Capture &amp; Proposal Plan process training</li> </ul>
<b>Programs</b>	<ul style="list-style-type: none"> <li>✓ Program Management: Provide Program Manager, IMP/IMS, CAM, &amp; EVMS specialists</li> <li>✓ System Engineering: Provide SME in System Engineering disciplines</li> <li>✓ Project Review: Develop System Requirements, Preliminary Design, Final Design, &amp; Test Plans</li> <li>✓ SME Training: Provide SME training in areas such as PM, SE, ITIL, COBIT, &amp; Six Sigma</li> </ul>
<b>Technical</b>	<ul style="list-style-type: none"> <li>✓ We provide "Matchmaker" and "Out-Of-The-Box" services to increase your Top-line (Orders or Bookings) and Bottom-line (Profit)</li> <li>✓ "Matchmaker" services mean that we act as a broker to introduce you to other companies that need your company's services or solutions today</li> <li>✓ Our Business and Technical Services areas provide clients with "Out-of-the-Box" unique solutions to problems that seem to be unsolvable or your solution is too expensive</li> </ul>
<b>Financial</b>	<ul style="list-style-type: none"> <li>✓ We provide financial management resources to assist you with running your business, identifying, validating, and integrating companies into your portfolio, including activities such as due diligence, capitalization, merger &amp; acquisition, and real estate transactions SME</li> </ul>

**Why Clients Choose CBG:** The number one reason is to "increase your competitive advantage".

- ✓ **Exclusivity**            Our partnership with you is exclusive for any given competition
- ✓ **Experience**            We provide more value for your dollar
- ✓ **Leadership**            Demonstrated ability to lead through challenging times (retired military & industry leaders)
- ✓ **Domain Expert**        We supplement your needs to create a "best of breed" team
- ✓ **Virtual**                 We provide ultimate flexibility without incurring the cost of "brick and mortar"
- ✓ **SDVOSB**                We are a verified and certified Service-Disabled Veteran-Owned Small Business

**Size Does Not Matter:** No job is too small or too large - let's discuss your needs. We have delivered service to our clients on a 1-hour consultation with the right SME ... to a team of hand-picked SMEs on a project lasting over a year.

**Doing Business with CBG:** CBG offers flexible contracting arrangement: daily rates, hourly rates, firm fixed price, retainers, success fee, and / or percentage of deal fees. Our contract terms depend on which is best for you. Call us at 480-980-1084 to discuss how we may work with you. Also, we provide you with "Repeatable, Scalable, and Tailorable Processes and Templates" for all Plans and Projects.