

# Capability Statement

Going beyond the office



## Kadejhra A Barnes, Principal

(T) 718-869-3642

(E) kadejhra@abidancelc.com

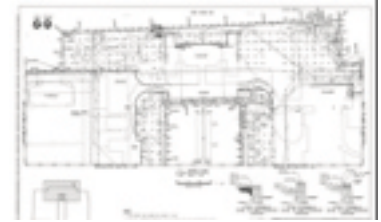
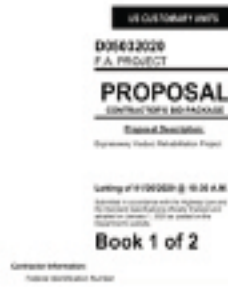
(R) New York, New Jersey, North Carolina and South Carolina

FIN: 850783787

DUNS: 131414154

SAM Registered – CAGE Code: pending

M/WBE Certification: Pending



## COMPANY OVERVIEW

Since 2011, Abidance, LLC has partnered with certified Minority, Women Owned, Disadvantaged Business Enterprises, along with other private and public engineering firms and construction organizations, overseeing their day to day operations from developing sustained qualified opportunities that align with company's business objectives to proposal strategic planning facilitation.

### *Changing the way business is conducted:*

The way we do business is evolving. Over the past year there has been a dramatic change in the way people work, that has seen the idea of a traditional office become a lot more limiting. It's no longer the case work performed has to be in-house.

We at Abidance truly believe there is a better way - one that makes it easier and more cost effective for all businesses to have the right support for both now and in the future. We aim to provide every business with the best back office support needed to thrive.

*Making it easier. Giving you flexibility. Providing you choice. Cost effective.*

## SERVICES:

For many businesses, responding to Request for Proposal (RFPs) is a regular occurrence. Every RFP is a sales opportunity that can contribute to business growth. The success of each proposal hinges on its execution.

If you respond to RFPs, you already know that proposal management requires a diverse set of skills. Identifying and honing each skill can quickly help improve your proposal process and your win rate.

## OUR PAST & PRESENT CLIENTS

Abram Construction, Inc.

American Standard Sheet Metal Supply Corp.

JC Holding International, LLP

Metrolina Minority Contractors Association

JPCL Engineering, LLC

New Wave Logistics

Carolina Minority Supplier Development Council



**Diversity Certification:** We navigate the certification application process to obtain your business-designated (M/W/D) certificate for a competitive advantage to winning government, state and city contracts.



**Proposal Process Management:** Delivering on the proposal strategy we map a checklist to ensure we comply with all RFP response requirements and production tasks to create a customized plan.

**Customer Relationship Management:** Develop strategic alliances with municipalities, engineering firms, General Contractors and subcontractors to identify bid opportunities and/or partnerships.

**Gathering Intelligence:** Collecting and analyzing data to turn it into actionable strategies for your company's solution and clear themes and messages for your proposal.



**Staff Augmentation:** Supplement staff based on awarded contracts; matching skills and experience levels centered on specific needs of the project - we assess, forecast and recruit for your business needs.

NAICS CODES: 541611, 611430, 541910, 541613, 561499, 561312, 541890