

## Company Logo

### Capability Statement

<p>A. Core Competencies What is your niche in market place?</p> <p>B. Capacity (Select one to describe) What is your ability to manage projects? What equipment do you have? What is the staff size? How do you finance your projects? How do you mitigate risk? Who are your teaming partners?</p> <p>C. Past performance How well did you perform on a similar project? Period of performance Contract number Contracting office/Gov't-Prime Contract Award/Completion Date Dollar value Type of contract</p> <p>D. Past experience Identify 2 projects with references you have performed on that are similar to target agency project.</p> <p>E. Cyber Security Policy Compliance with FAR 52.204.7012 NIST SP 800 171 Questionnaire Plan of Action and Milestones System Security Plan Incident Response Plan and Reporting Subcontractor Flow Down Requirements</p>	<p>Unique Entity ID:</p> <p>Cage Code:</p> <p>Website:</p> <p>LinkedIn address: (Optional/recommended)</p> <p>Youtube presentation: (Optional/recommended)</p> <p>Primary NAICS:</p> <p>Primary PSC:</p> <p>Year Business Started:</p> <p>Socio Economic Certification:</p> <p>Bonding/Insurance:</p> <p>Quality Certifications:</p> <p>Contract Vehicles:</p> <p>Business Certifications:</p> <p>Accept credit cards:</p> <p>Office Locations:</p> <p>Contact: Name Email Cell #</p>
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### Capability Statement Guide

## 1. Format:

- Document Title - Capability Statement.
- Show company logo (color), main address, telephone, fax, email and website.
- One page, one side. Use back side if necessary
- Keep file size under 1MB.
- **Tailor to specific agency, prime or opportunity.**
- Readers will visit website to get more detail information.
- Use short sentences, key words and whole page.

## 2. Past Performance vs Experience

“There is an important distinction between a contractor’s experience and its past performance. Experience reflects **whether** contractors have performed similar work before. Past performance, on the other hand, describes **how well** contractors performed the work—in other words, how well they executed what was promised in the proposal. Experience can be considered a source selection factor or sub factor. Both experience as a factor or sub factor and past performance should be evaluated under performance risk.” [http://www.acq.osd.mil/dpap/Docs/PPI\\_Guide\\_2003\\_final.pdf](http://www.acq.osd.mil/dpap/Docs/PPI_Guide_2003_final.pdf)