

## Capabilities Statement

**Peduzzi Associates, Ltd. (PAL)** is a VA certified Service-Disabled Veteran-Owned Small Business (SDVOSB), incorporated in the Commonwealth of Virginia in July 1995.

PAL is organized around two main concentrations: Business Development, which supports commercial companies desiring to expand their business with Federal, State or Local government entities; and Services, which provides executive-level key personnel, certified instructors, and technical specialists to commercial and government organizations.

PAL's significant network of personnel resources enables us to quickly identify highly-trained individuals with extensive experience and appropriate Security Clearances to support Government and Commercial Clients' needs and requirements.

We are able to task organize quickly with the right people and skills to provide the necessary level of service for your support and/or training.

### Key Satellite Locations



### Peduzzi Associates

Provide Washington representation, Executive and Legislative Branch liaison, business development, and strategic planning and marketing.

- ◆ Serve as an extension of client's marketing division. Provide problem solving solutions.
- ◆ Guide clients through the various processes required to do business with the Federal Government including the acquisition and legislative processes.
- ◆ Assist in identifying potential markets and strategies to capitalize on them.
- ◆ Identify potential teaming/partnership arrangements maximizing the effectiveness of products/services provided by represented companies.

### Staff Widely Recognized for:

- ◆ Distinguished Public and Private Sector Performance
- ◆ Highest Level of Integrity and Professional Standards
- ◆ Problem Solving Capabilities
- ◆ Value Added Service



**Service to Clients:**

- ◆ Team Approach
- ◆ Proven Ability to Achieve Measurable Results
- ◆ Extensive Network of Contacts
- ◆ Provide Washington Representation
- ◆ Insight into Legislative & Executive Branches
- ◆ Significant Experience in Government Relations
- ◆ Provide Federal and International Business Development
- ◆ Training for Overseas Business Operations
- ◆ Corporate Organizational Development
- ◆ A cost-efficient means to augment your business development staff in both the U.S. and international communities

**Extensive Experience with:**

- ◆ Congressional Committees
- ◆ Executive Branch
- ◆ Department of Defense (DOD) and the full DOD Acquisition Process
- ◆ U.S. and Foreign Embassies
- ◆ Foreign Military Sales (FMS) and Direct Commercial Sales (DCS)
- ◆ International Business
- ◆ Federal Government Agencies
- ◆ Diplomatic and Intelligence Training

**Diverse Network of Support**

- ◆ Department of Defense
- ◆ Capitol Hill
- ◆ State Department
- ◆ Homeland Security
- ◆ Veterans Affairs

**PAL’s Primary Business Development Areas of Focus**

- ◆ Diplomatic , Security and Intelligence Training
- ◆ Aviation
- ◆ Aircraft OEMs
- ◆ Aircraft Modification, Maintenance and Operators
- ◆ Medical Technology
- ◆ C4ISR
- ◆ Homeland Security
- ◆ State, Local & Federal Government
- ◆ Executive & Legislative Branch
- ◆ Industrial / Commercial Consulting
- ◆ Technology and Systems Integration Firms
- ◆ Multinational Firms
- ◆ Working/Living Overseas

**SERVICES**

In the Services area, PAL provides a full spectrum of professional services gaining a competitive edge, delivering best-value services and solutions, and transforming PAL enterprise into a responsive, customer-focused personnel support business solution for the Federal Government, DOD, Agencies and Commercial Clients.

PAL has been honored to prepare and train over 4,000 Department of Defense (DOD) personnel — all U.S. Military Attachés, attaché staff, and their spouses — to serve the Nation in very diverse and potentially hostile countries. These are the future military-diplomats, political-military advisors, and leaders of the intelligence and national security community....leaders who are full partners with their policy planning operations counterparts; leaders who anticipate and provide the required support at the national and theater level; and leaders who constitute a unique asset representing the United States to the world.

**Providing Exceptional Expertise and Education for Service Around the Globe**

- ◆ Foreign affairs
- ◆ Diplomatic affairs
- ◆ Regional and country culture
- ◆ Overseas operations
- ◆ Representational Entertaining and Protocol
- ◆ Personal Security
- ◆ Instructional System Design
- ◆ Elicitation, counter elicitation, and negotiation skills
- ◆ Counter Intelligence
- ◆ Personal Interaction and Influence
- ◆ Culture Shock Mitigation
- ◆ Cross Cultural Communications
- ◆ Curriculum Development
- ◆ Role Playing Services



Currently, we are supporting a contract with the Defense Intelligence Agency—Joint Military Attaché School (JMAS). We also support the U.S. Army National Guard (ARNG) – Aviation on the U.S. Army Force Generation (ARFORGEN) contract. We are on the following ID/IQ contracts: the National Guard Blanket Personal Support Services (NGBPSS); U.S. Army Aviation and Missile Command (AMCOM) in the Programmatic and Technical Domains under the Expedited Professional & Engineering Support Services (EXPRESS); Training and Management Assistance (TMA) Performance Management/Continuous Process Improvement (PM/CPI) Blanket Purchase Agreement (BPA) for the U.S. Office of Personnel Management (OPM); DoD Counter Narco-Terrorism Program Office (CNTPO) Command, Control, Communications, Information, Detection & Monitoring (C3IDM) Support; Department of Homeland Security Program Management, Administrative, Clerical and Technical Services (PACTS II) and Naval Sea Systems Command SeaPort Enhanced (SeaPort-e).

**PAL’s Services Solutions**

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| <p>Personal and Organizational Change Training and Facilitation</p> <ul style="list-style-type: none"> <li>◆ Organizational Development</li> <li>◆ Relationship Building</li> </ul> | <p>Human Development Training and Facilitation</p> <ul style="list-style-type: none"> <li>◆ People Support Systems</li> <li>◆ Instruction</li> <li>◆ Well-being</li> </ul> | <p>Business Management Training and Facilitation</p> <ul style="list-style-type: none"> <li>◆ Business Support</li> <li>◆ Decision Support</li> <li>◆ Customer Support</li> <li>◆ Management Support</li> </ul> |
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**PAL Curriculum Development**

PAL has extensive capabilities in curriculum development using the latest in adult education techniques and procedures specializing in kinesthetic training. Learning by doing is our specialty. All of our instructors are certified by the Council on Occupational Education (COE). All are highly qualified in curriculum development in the process of needs assessment, training design, training development, evaluation and training implementation.

**PAL Security Training**

Our Scope of Expertise: Real-world counter terrorism experience with an in-depth knowledge of the capabilities, operations, and resources of terrorist organizations.

**Training Subjects**

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| <ul style="list-style-type: none"> <li>◆ Crisis Response and Incident Management to WMD and Terrorist Operations</li> <li>◆ Target Analysis (Security/Threat Assessment)</li> <li>◆ Tracking and Locating (Beacon) Operations</li> <li>◆ Ordnance and IED Disarming and Bomb Disposal Operations</li> <li>◆ Special Event Security/VIP Security Operations</li> </ul> | <ul style="list-style-type: none"> <li>◆ Surveillance &amp; Counter-Surveillance</li> <li>◆ Photography</li> <li>◆ Terrorist Explosive Devices Recognition and Response (IEDs and IED Incident Management)</li> <li>◆ Terrorist Methods of Operation</li> <li>◆ Explosive Breaching (Offsite)</li> <li>◆ Personal Security Course</li> <li>◆ Extensive knowledge of Scenario-based training</li> </ul> |
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In today's complex world, PAL provides comprehensive solutions to suit your specific needs. We offer expertise in each of the following fields:

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| <ul style="list-style-type: none"> <li>◆ Aviation Security</li> <li>◆ Port Security</li> <li>◆ Transit Security</li> <li>◆ Chemical Security</li> <li>◆ Law Enforcement</li> <li>◆ Infrastructure</li> <li>◆ Communications</li> </ul> | <ul style="list-style-type: none"> <li>◆ Disaster Recovery</li> <li>◆ Disaster Response</li> <li>◆ Preparedness</li> <li>◆ Counter Terrorism</li> <li>◆ Intelligence Operations</li> <li>◆ DOD, Homeland Security Operations</li> <li>◆ Diplomatic Training</li> </ul> |
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Peduzzi Associates, Ltd. employs a group of acknowledged foreign area experts in support of its continuing contract with the Defense Intelligence Agency's Joint Military Attaché School. These personnel have not only completed outstanding military careers as ship's officers, military policemen, pilots, analysts and commanding officers; they have also taken on the task of becoming area specialists and stepping outside the military community to become diplomats representing their nation in an entirely different way than they had originally envisioned. Their qualifications are maintained through constant interaction with personnel in the field, as well as regular in-theater travel. What follows is a brief overview of the qualifications held by our outstanding personnel.

### Overview of Higher Level Education

- ◆ MA, Political Science (South Asian Studies)
- ◆ MS, Defence Studies
- ◆ MA (Honors), Latin American Studies
- ◆ MA, National Security Affairs (East Asian Studies)
- ◆ MA, International Policy
- ◆ MA, Strategic Studies
- ◆ MA, National Security Affairs (Middle East Studies)
- ◆ MS, International Relations
- ◆ MS, Management
- ◆ MA, Education
- ◆ MS, Aviation Operations/ Aviation Management
- ◆ MA, South Asia Regional Studies

### Summary of Language Capability

- ◆ Finnish
- ◆ French
- ◆ German
- ◆ Swedish
- ◆ Hindi
- ◆ Spanish
- ◆ German
- ◆ Chinese
- ◆ Creole
- ◆ Italian
- ◆ Tagalog
- ◆ Arabic
- ◆ Greek
- ◆ Turkish
- ◆ Portuguese

### Summary of Area Specialization

- ◆ Northern Europe
- ◆ South Asia
- ◆ Western Europe
- ◆ Latin America
- ◆ Caribbean
- ◆ Africa
- ◆ Southeast Asia
- ◆ Middle East
- ◆ Mediterranean
- ◆ Aegean

### Other Unique Qualifications

- ◆ Joint Specialty Officers
- ◆ Graduates of Defense Institute of Security Assistance Management
- ◆ Field experience as Security Cooperation Officers
- ◆ Field experience as Military Attachés
- ◆ Army and Navy Foreign Area Officers and USAF Regional Area Strategists
- ◆ Field experience as Intelligence Officers
- ◆ Instructors certified from the Council on Occupational Education (COE) accredited college level schools
- ◆ Total of 19 tours (47 years) as Military Attachés around the world
- ◆ Expertise in the Vienna Conventions

For additional information—including a briefing about PAL—about PAL and our Associates visit [www.peduzziassociates.com](http://www.peduzziassociates.com).