

# Beacon Training Services, Inc.

## Capabilities Statement



### Why Choose Beacon?

- Experienced instructors with real world knowledge
- Providing services for over 4 decades
- Instructor led onsite or virtual training
- Tailored classes to meet specific needs
- Technical Support in running Virtual classes at no additional charge
- Flexible solutions to fit your Budget
- Repeat, satisfied customers in the government and corporate world



### Course Offerings

- Project Management
- Leadership/Management
- Professional/Personal Development
- Innovation/Productivity
- Desktop/IT Programming
- Customer Service
- Business Skills
- Communication/Writing

### Company Snapshot

Cage Code: 3GNX2  
 UEI: C9NWN3MNZW17  
 GSA Schedule 47QREA24D000E  
 Schedule Type: 874-4  
 WOSB 172117  
 WBENC 2005121201  
 HUB-Zoned 1752516742900  
 NCTRCA WFWB06070N0424



**BEACON**  
 TRAINING SERVICES, INC.

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### NAICS Codes

611420 – IT Training  
 611430 – Prof & Mgmt. Training  
 611699 – Miscellaneous Instr.

### Product Service Code U

U001: Lectures  
 U004: Management  
 U006: Technical  
 U008: Curriculum Development  
 U009: General Training

**Clients:** Treasury Department, Dept of Homeland Security, VA, DOT, FEMA, USCIS, State of TX –State Auditors, Bureau of the Fiscal Service U.S. Air Force, Army, Navy and Marines, Coast Guard, USACE, DOE, Army and Air Force Exchange, US Dept Agriculture, NTSB, City of Dallas, HRSA, Dept of Indian Affairs, USPS, Labor Department



ComEd/Exelon, Vista Energy/Luminant Energy, Hitachi Energy, TD Industries, Hill & Wilkinson, Ericsson, Telos Global, Consumer Reports, BAE Systems, Lockheed Martin, Samsung, Rosenberger, PepsiCo, Quaker Oats, Frito Lay George P Johnson Experience Marketing, Dell

Total Dollars	Awarding Agency	Product/Service Sold	Fiscal Year
\$ 128,842 \$ 75,560 \$ 133,672	Department of Homeland Security - FEMA	Education/Training- Training/Curriculum Development	2022 2021 2020
\$ 750,000 BPA \$ 650,000 BPA \$ 64,604 \$ 48,467	Department of the Treasury	Training Delivery/ Development	2022-2027 2022-2027 2022 2021
\$ 69,099 \$ 41,383	Army and Air Force Exchange Service	Training Delivery/ Development	2022 2021
\$9,500,000 BPA	Department of the Navy – NAVFAC	Training Delivery/ Development	2022-2027
\$ 30,943 \$ 49,794	Department of the Navy	Education/Training/IT	2022 2021
\$ 22,160 \$ 15,560	State of TX – State Auditors Office	Education/Training/IT	2022 2021
\$ 355,397	USCIS	Training Delivery/Dvlpmnt	2017-2020
\$ 54,667	Dept Hlth & Human Srvcs	Training Delivery/Dvlpmnt	2020-2022

### Project Management

Leadership Skills for the PM Professional  
 Project Management Fundamentals  
 Adv/Applied Project Management  
 Managing Multiple Projects  
 PMP Certification Exam Prep Program

### Desktop Applications

Excel: all versions and levels  
 Project: Intro and Advanced  
 PowerPoint: all versions and levels  
 SharePoint: all versions  
 Word: all versions and levels

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### IT/Programming/Security and Audit

C, C#, C++ Programming  
 Java Introduction and Advanced  
 Linux Fundamentals and Administration  
 Oracle  
 SQL

### Professional & Personal Development

Adapting to Change in the Workplace  
 Art of Skillful Listening  
 Building Trust  
 Business Writing and Grammar Refresher  
 Conflict Management  
 Critical Thinking & Problem Solving  
 Customer Service / Communication  
 Dealing with Difficult People  
 Developing Higher Performance Teams  
 Emotional Intelligence  
 How to Get Results without Authority  
 Influencing and Persuading Skills  
 Interpersonal Communication  
 Working Successfully w/ Multi-Generations  
 Negotiation Skills  
 Organizational Savvy  
 Presentation Skills  
 Strategic Thinking  
 Technical Writing

