



Commonwealth of Virginia Consulting (CVC), LLC



Capabilities Statement

<https://www.CVConline.net>

CVC, LLC is a consulting, training and business development firm focused on enabling our clients to win, expand and fund contracts with the Commonwealth of Virginia through **Business Assessments, Business Intelligence, Business Development & Government Relations**



Core Competencies

| NIGP: | Description |
|-------|--|
| 91806 | Administrative Consulting |
| 91812 | Analytical Studies and Surveys (Consulting) |
| 91820 | Business Consulting, Small |
| 91821 | Business Consulting, Large |
| 91826 | Communications: Public Relations Consulting |
| 91827 | Community Development Consulting |
| 91828 | Computer Hardware Consulting |
| 91829 | Computer Software Consulting |
| 91830 | Computer Network Consulting |
| 91835 | Disadvantage Business Enterprise (DBE) and Historically Underutilized Business (HUB) Consulting Including Technical Assistance |
| 91838 | Education and Training Consulting |
| 91846 | Feasibility Studies (Consulting) |
| 91849 | Finance/Economics Consulting |
| 91858 | Governmental Consulting |
| 91871 | IT Consulting |
| 91875 | Management Consulting |
| 91876 | Marketing Consulting |
| 91879 | Minority and Small Business Consulting |
| 91883 | Organizational Development Consulting |
| 91890 | Strategic Technology Planning and Consulting Services |
| 91895 | Telecommunications Consulting |
| 96151 | Lobby Services |



Corporate Data

CAGE: 1ZCS6 | **UEI:** UL74JNM3Y2Z6 | **Work Area:** Nationwide
Gov. Business POC: Fred Norman
Phone: +1.804.690.1497
Email: Fred.Norman@CVConline.net
Address: 7348 Round Ridge Place Chesterfield, Virginia 23832
Socio-Economic Status: SWaM, Veteran Owned SB



Past Performance



Business Development (BD) consultant for the Commonwealth of Virginia infrastructure outsourcing opportunity valued at \$2.5 billion, 13-year contract.



Business Development (BD) consultant Information Security and Risk Management, Cloud Enablement, Managed Services, 10-year contracts.



Differentiators

- 50 Years of experience in Government Business Development and program management.
- Former Product Manager for Enterprise Servers
- Trusted Business Development with training and development of generations of newly hired contracting interns regarding account management, successful sales, problem solving, procurement methodology, and contracting strategy, and processes.