

START SMART

CAPABILITY STATEMENT



COMPANY OVERVIEW

Start Smart, LLC, is a national provider of mission-critical consulting and training solutions for corporate, government, education and non-profit clients. We have built an impeccable reputation for creating and delivering value for our clients by taking a holistic, strategic and analytical approach to improving organizational outcomes on every project.

At Start Smart, our mission is simple. We are dedicated to helping our clients build more competitive and higher-performing organizations.

OUR VALUES

Ethical, honest, trustworthy, respectful and responsible are the values by which we operate. As a result, we will engage in no transaction that does not benefit everyone involved.

CORE COMPETENCIES

We offer a total training solution through our award-winning management, leadership, workforce development and financial empowerment workshops. Since we own all of our intellectual property, we can develop customized training solutions without the extraordinary cost of starting from scratch. Our consulting and training solutions include:

- In-person, virtual, turnkey and on-demand corporate training
- Training program authoring and management
- EBO program development, management and compliance
- Professional and administrative staffing support

KEY DIFFERENTIATORS

- Values-centered leadership
- Deep expertise and innovation in our core practice areas
- Powerful culture of creative problem-solving, collaboration and accountability on every engagement
- Agile responsiveness to changes in customer needs

ACTIVE PROJECTS* AND PAST PERFORMANCE

Custom Training Program Authoring and Program Management

- TruFund Financial Services
- Mississippi Development Authority
- Housing Authority of New Orleans*
- New Orleans RTA*
- ASCEND Los Angeles*
- City of New Orleans

Contractor's College Training and Program Management

- Capital One Bank
- East Baton Rouge Parish Schools
- City/Parish of East Baton Rouge
- City of New Orleans
- Terrebonne Parish EDA
- Southern University SBDC

EBO/Supplier Diversity Compliance Consulting

- \$310M Charity Hospital redevelopment, New Orleans, LA*
- \$120M B.W. Cooper, Phase II redevelopment, New Orleans, LA*
- \$18M Faubourg Lafitte Redevelopment, New Orleans, LA

Leadership, Management and Workforce Development Training

- S.E. LA Veterans (VA) Hospital*
- City of New Orleans*
- City/Parish of East Baton Rouge

COMPANY INFORMATION

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| Company | Start Smart, LLC LA Charter ID: 35879178K |
| DUNS Number | 60-0851146 |
| CAGE Code | 50HQ6 |
| Point of Contact | Norman D. Roussell, MBA- CEO |
| Cell Phone | (504) 957-7510 |
| Email | NDRoussell@StartSmartLLC.com |
| Headquarters | 10555 Lake Forest Blvd., Suite 7B New Orleans, LA 70127 (504) 324-1110 Office (504) 321-9822 Fax |
| DC Office | 1325 G St., NW, Suite 500 Washington, DC 20005 (202) 793-3442 |
| KY Office | MET Building 312 South 4th Street, Suite 700 Louisville, KY 40202 |
| Websites | www.StartSmartLLC.com www.EBOComplianceSuite.com |

NAICS Codes

- 541611: Management Consulting Services
- 561320: Professional and Administrative Staffing
- 561499: All Other Business Support Services
- 611430: Professional Development Training

U.S. DOTD Work Codes

- C10: Management
- C11: Planning
- C17: Supportive Services
- C46: Training Development

PSC Codes

- R408: Program Management and Support Services
- R699: Other Administrative Support Services
- U004: Scientific and Management Education
- U008: Training and Curriculum Development

NIGP Codes

- 918-21: Business Consulting
- 918-38: Education and Training Consulting
- 918-75: Management Consulting
- 952-90: Training and Instructional Services
- 958-77: Project Management Services