



Seek inspired solutions.



Apply uncommon integrity.



Create lasting impact.



Build enduring partnerships.

# WORKFORCE DEVELOPMENT CAPABILITIES STATEMENT

Since 1999, Performance Excellence Partners (PEP) has been exceeding client expectations with our flexibility, responsiveness, expertise, and inspired solutions for Workforce Development. From our extensive body of work locally, regionally and nationally, we bring our collective knowledge of best practices to each of our engagements.



**155** Workforce Development Contracts



**85** Prime Federal Contracts

## AJC Operational Effectiveness Consulting

PEP can help improve internal operations and better equip American Job Centers (AJC) to meet strategic goals.

- Build Capacity
- Improve Service Delivery
- Meet/Exceed Performance Measures
- Strategic Regional/Local Alignment
- Strengthening Performance
- WIOA Compliance and Monitoring

## Program and Business Operations Support

- Executive Secretariat Operations and Administration
- Process Improvement
- Project and Program Management
- Strategic Planning

## Human Capital

- Human Resources Policy and Support
- Human Capital Accountability
- Leadership and Team Building
- Training and Development
- Workforce Planning

## Technical Assistance (TA) and Training

PEP provides customized virtual and in-person TA and training to help agencies and grantees implement the various aspects of WIOA, such as engaging stakeholders, recruiting and retention strategies, expanding apprenticeship programs, serving special populations, and developing curriculum. TA includes:

- Coaching (in-person and virtual)
- Customized Training Development
- Communities of Practice
- Facilitated Peer Learning
- Conference/Event Planning and Logistics (in-person and virtual)
- Content and Resource Development
- Facilitation
- Data Analytics
- Project Management
- Program Design, Development, and Implementation
- Grantee Support

### — CONTRACTING MECHANISMS —

DUNS: 062756759

CAGE CODE: 3GCN4

Primary NAICS Code 541611: Administrative Management & General Management Consulting Services

#### Federal Only:

GSA OASIS SB Pool 1: Contract # 47QRAD20D1070  
GSA HCaTS SB Pool 2: Contract # GS02Q16DCR0101

#### Federal, State, and Local Agencies:

GSA MAS, Professional Services:  
Contract # GS-10F-0281T and #47QRAA23D007Z

FSC/PSC Codes: R408 and R499

SINs: 541611, 611430, and OLM



#### California Only:

CMAS # 4-20-03-0834A

CWA CTI Consulting and Training Provider



To learn more, contact Rachel E. Ramirez, CEO & President at 714-459-3565 or workforce@performexcel.com

Offices located in California and the Washington D.C. Area

GSA FSS MAS | HCaTS SB Pool 2 | OASIS SB Pool 1

WOSB Certified | Woman-Owned Small Business



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## WORKFORCE DEVELOPMENT SUCCESSES

**PEP has a history of outstanding performance** supporting the success of numerous DOL/ETA grantees, AJC programs, and initiatives through comprehensive program management, high-quality TA products, and targeted training. We work with customers to design services that build capacity, improve performance, and help them meet their unique goals.

**AJC Human Capital Strategies:** Helped redefine the Career Specialist role to enable the Adult Services division to more effectively use their strengths and experience to help customers advance their job search. Provided training and professional development for staff. (City of Long Beach, Pacific Gateway)

**Project Management and Program Implementation TA:** Managed project and provided TA services to equip grantees to more effectively achieve program goals. Developed and implemented annual work and TA plans; provided one-on-one coaching; and guided the development and delivery of electronic TA resources, webinars, peer learning opportunities, working group calls, virtual events, and annual conferences to help grantees enhance program design, strengthen methodology and incorporate best practices. (HIP, Youth CareerConnect)

**AJC Operational Effectiveness:** Facilitated the development and implementation of strategic objectives and the improvement of internal processes to enhance service delivery to employers, youth and adult dislocated workers; monitored and supported WIOA policy compliance. (City of Long Beach, Pacific Gateway)

**Process Improvement and Training TA:** Managed the design, testing, and launch of new HUB Performance Reporting system. Supported both the Program Office and H-1B grantee users. Developed a variety of trainings and TA resources including user guides, tip sheets, and electronic resources; provided small-group and one-on-one TA; improved the timeliness and accuracy of grantee performance reporting. (DOL/ETA, H-1B HUB)

**Career Pathways and Facilitated Peer Learning:** Expanded capacity for grantees by providing resources to better identify labor market needs, develop training approaches, and interact with employers; enabled more effective planning and managing of their career pathway programs for the healthcare industry; increased access to information and facilitated more effective peer-to-peer interaction and collaboration through design and development of enhanced Sec. 508 compliant website. (HHS, HPOG)

**Community Engagement and TA Coaching:** Provided TA and coaching designed to build capacity, strengthen local partnerships and increase state-wide alignment to California based Performance Partnership Pilot grantees and Promise Zone communities. Facilitated webinars, virtual events and in-person meetings; provided pre-, on-site, and post meeting logistics for national peer exchange networks, grantee conferences, and communities of practice. Increased peer networking, strengthened partner collaboration and improved integration of services. (JFF, Place-Based Initiative (PBI))

*“PEP provided outstanding technical assistance, coaching, and meeting planning.”*

– Jobs for the Future (JFF), PBI Project Manager

*“I wanted to thank you and your team for providing outstanding technical assistance to our RExO Generation 4 grantees. Your entire team’s knowledge, skills, and ‘can do!’ attitude brings great credit to your company and has directly led to the current successes of these grantees.”*

– Federal Lead for PEP’s contract supporting DOL RExO grantees

### A Leader with Local and National Workforce Experience

Our CEO Rachel Ramirez has led more than 100 workforce development projects with a Workforce Innovation Act (WIA) and WIOA focus. Her hands-on experience and understanding of the workforce system from the local to the national levels is a unique qualification that contributes additional value for your organization.

### Contact us to learn more:

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