

# WORKFORCE DEVELOPMENT CAPABILITIES STATEMENT

Since 1999, Performance Excellence Partners (PEP) has helped to increase the success of workforce development programs and initiatives by being flexible and responsive and drawing on our expertise to implement inspired solutions that aligns people, policies, and practices by equipping leaders, developing talent, and engaging the workforce.

**165** Workforce Development Contracts

**85** Prime Federal Contracts

**4.8** Average CPARS score of 4.8 out of 5

## OUR OUTCOMES

- Facilitates collaboration and alignment across the workforce system and with industry partners.
- Expands grantee capacity and knowledge by equipping them to more effectively achieve program goals.
- Creates digital library of resources that will serve grantees into the future.
- Increases grantee performance reporting capabilities.
- Maximizes the effectiveness of in-person and virtual conferences.
- Increases peer networking, strengthens partner collaboration and improves integration of services.
- Expands the number and types of services offered by efficiently managing funds and resources.

## OUR STAFF AND PERSONNEL

- ✓ **Experienced Leadership/People Experts!** Industrial/Organizational (I/O) Psychologists, Workforce Development SMEs and PMPs who specialize in Organizational/Team Effectiveness, Leadership Development, Workforce Excellence, and Facilitation.
- ✓ **Conscientious Staff** who share our people-first company culture and core values of applying uncommon integrity, seeking inspired solutions, creating lasting impact, and building enduring partnerships with our customers.
- ✓ **Extensive Talent** Pool of 200+ workforce development SMEs and specialists, many with advanced degrees; experience serving AJCs, DOL, ED, and HHS grantees, state and federal agencies; as well as connections with key stakeholders serving the workforce system.

## OUR CORE CAPABILITIES

### Technical Assistance

*In-person and virtual*

- Coaching, Training, Facilitation
- Communities of Practice and Facilitated Peer Learning
- Conference/Meeting Planning, Training Event Logistics
- Content Development (trainings, webinars, written resources, electronic newsletters, & reports)
- Data Analysis
- Qualitative Research
- Grantee Support (program design, development, and implementation; sustainability; & close-out)

### Human Capital

- Human Resources Policy and Support
- Assessments and Surveys
- Business Process Improvement
- Employee Engagement
- Diversity, Equity, Inclusion and Accessibility

### Program and Business Operations Support

- Program and Project Management
- Front Office Support
- Personnel Security Support
- Physical Security Assessment

***“Excellent quality management and staff. Delivered on time, within budget with quality results.”***

– DOL/ETA, H-1B Performance Reporting TA Contract, Final CPARS

To learn more, contact Rachel E. Ramirez, CEO & President at 714-459-3565 or [workforce@performexcel.com](mailto:workforce@performexcel.com)



# SELECTED PAST PERFORMANCE

## SELECTED CLIENTS



*"[PEP] Management was committed to the success of the HVMP program; proactive and professional...had innovative and creative suggestions that were timely, relevant and improved the quality of the services provided."*  
-DOL HVMP Program 2023 CPARS

**DOL/OJC, Physical and Personnel Security:** Improved security at Job Corps Centers across the country by conducting on-site assessments, developing mitigation strategies and trainings.

**DOL/OA, Performance Management Support:** Provide data analytics and technical writing capabilities supporting performance management and accountability initiatives including an industry analysis framework to facilitate OA decision making for future strategic investments.

**DOL/OA, Youth Apprenticeship Readiness Grantees (YARG):** Provided coaching to grantees, facilitate peer learning events; develop and manage TA resources including content on WorkforceGPS.

**DOL/ETA National Workforce Convening:** Provided advisory support and expertise to design conference framework, define agenda, develop content, and coordinate speakers for 3-day National Convening promoting ETA's workforce vision and key strategies.

**ED/OCTAE, Digital Resilience in the American Workforce (DRAW):** Provided event management, logistical and technical support to virtual and in-person convenings focused on increasing adult digital literacy skills.

**ED/OCTAE, Place Based Initiatives (PBI):** Provided TA, coaching, and event management. Helped build capacity, strengthen local partnerships, increase state-wide alignment to California based Performance Partnership Pilot grantees and Promise Zone communities.

**HHS/HRSA, Community Health Worker Training Program:** Optimize performance of 60 grantees by assessing needs and developing customized training and TA plans to increase collaboration with Registered Apprenticeship Programs and strengthen the workforce.

**HHS/OFA, TA for Health Profession Opportunity Grants (HPOG):** Expanded grantee capacity by providing tools to improve career pathway programs, training, and partnerships; developed enhanced website to improved access to resources and peer collaboration.

**DOL, Youth Career Connect (YCC) Grantee TA Contract:** Developed and implemented annual work and TA plans; provided coaching, peer learning events, webinars, and TA resources increasing program impact and grantee success.

**DOL/ETA Grant Panelists:** Recruit, screen, and onboard subject matter experts to participate in ETA grant application reviews; ensure quality panelists, manage communications, database and administration of process.

**City of Long Beach, Pacific Gateway, AJC Operational Effectiveness:** Facilitate implementation of strategic objectives, programs, and processes improvement to enhance service delivery to employers, youth, and dislocated workers; support WIOA policy compliance.

**DOL, HIRE VETS Medallion Program (HVMP):** Ensure a smooth annual application process providing analytical, implementation, and applicant engagement support services.

### 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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## OUR CONTRACTING INFORMATION

**SAM Unique Entity ID:** ZKZWX1WCK153  
**GSA FSS MAS, Professional Services:**  
Contract # GS-10F-0281T and #47QRAA23D007Z  
**SINs:** 541611, 541612HC, 611430, and OLM  
**FSC/PSC Codes:** R408 and R499

**DUNS:** 062756759 **CAGE CODE:** 3GCN4  
**Primary NAICS Code 541611:** Administrative Management & General Management Consulting Services  
**GSA OASIS SB Pool 1:** Contract # 47QRAD20D1070  
**GSA HCaTS SB Pool 2:** Contract # GS02Q16DCR0101

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