

CAPABILITY STATEMENT

CORE COMPETENCIES

Coaching

We help individuals in leadership positions, such as managers, team leads, supervisors, in clarifying and achieving their professional goals. Our coaching framework includes: role clarification, reflection and assessment, strength mapping and growth exploration, goal setting and action steps, and maintenance.

Leadership Skill Building

We offer quality leadership and communication skill building workshops, which can be adapted and tailored to the needs of your learners. Clients mix and match to create the workshop series that best meets their needs.

Instructional Design

We design modules and training materials with a focus on content, learning objective adherence, learner's needs, and experiential methods. The design is unique to your learning needs and your learners.

DIFFERENTIATORS

At Zingo Education and Training we listen to you and create, not based on existing materials we already have in place but based on the **unique needs** of you and your learners.

- **Over 20 years** working in instructional and training design and facilitation.
- **Professional Coach** since 2007.
- Certified coach in International Coaching Federation (ICF) - **accredited** program.
- Design over 50 **virtual, on-line, and blended** modules over the past four years, reaching over **6,000 learners**.
- Skilled **convener** of content experts and cross discipline teams, **translating** their **expertise** and knowledge into modules that are engaging and meet learning objectives.
- Develop and deliver **leadership** and interpersonal **communication** training for a **diversity of communities**.
- Overall learner satisfaction average **4.7 out of 5.0**.

COMPANY INTRODUCTION

Zingo Education and Training is a woman-owned small business that offers instructional design, leadership capacity building, and coaching.

COMPANY DATA

- DUNS: 081139721
- SAM ID: Z9Z5ZS5Z6Y98
- Cage Code: 9CMG0
- SWAM Certification #: 808585
- NAICS Codes:
 - 611430 - Professional and Management Development Training/Professional Development Training
 - 611710 - Educational curriculum development services
- Woman-Owned Small Business (WOSB) Certified
- Accept Credit and Purchase Cards

PAST PERFORMANCE

- **Arlington County - March, 2020 - December, 2022, Naudy Martinez, (703) 228-7933**
Design and deliver 8-week community leadership and engagement course. Eighty-six percent of the 240 community learners report they are "very likely" to engage in their community because of their participation in the program.
- **Special Olympics (CDC Funded) - November, 2017 - March 31, 2022, Jamie Valis, (410) 227-0150**
Design 12 online and blended comprehensive Global health-training modules. Reaching 3,000 learners worldwide.
- **Genedge - July 26, 2022 - July 25, 2023 - Josh Dawson, (276) 634-7021**
Contract services include Leadership Workshop Series, Executive Coaching, and Training Design.