

# XcelMil, LLC

## Capabilities Statement

Melody Gratic, M.A. Ed | CEO & Founder  
WOSB/EDWOSB/SDVOSB/WBE



703-887-7279



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www.xcelmil.com



48 Wiltshire Drive  
Stafford, Virginia 22554

## CORPORATE OVERVIEW

We are a certified Minority, Woman and Service-Disabled Veteran-owned Small Business specializing in Executive Management Consulting and Leadership Development Training.

We are a financially stable trusted partner who quickly becomes the “direct access button” for the minority spend requirements of our customers.

Our professionals are proven experts in the areas of Strategic Planning, Organizational Development, Business Process Improvement, Senior Executive Administration, Higher Education and Leadership, Training Development, Qualitative Research, Database Entry and Electronic Records Management.

## MISSION

Government and non-government agencies considering new ways to remain competitive, improve their organizations’ climate, employee productivity and retention, XcelMil, LLC employs proven change management strategies.

We believe senior leaders, middle managers and entry-level employees buy-in starts with communication, focus-group sessions, team and leader development sessions where “initiatives become a reality”. Instead of a data-centric approach we champion the equal value of a people-centric approach where all stakeholders “xcel and win!”

## CORE CAPABILITIES

- Executive Management Consulting Services
- Business Transformation
- Change Management
- Organization Assessments
- Qualitative Analysis
- Training Development & Facilitation
- Exceptional Administration & Transcription Services
- Curriculum Development
- Diversity, Equity, and Inclusion

## CORPORATE SNAPSHOT

### Primary NAICS Code

541611 - Administrative Management and General Management Consulting Services

611430 - Professional and Management Development Training

**CAGE Code** 84FQ8

**UEI** XJ7RQ1LHP455

### Secondary NAICS Code

611699 - Other Miscellaneous Schools and Instruction

611710 - Educational Support Services

611420 - Computer Software Training

518210 - Data Processing

561110 - Office Administrative Services

561499 - All Other Business Services

561410 - Document Preparation Services

541612 - Human Resource Consulting Services

541613 - Marketing Consulting Services

541910 - Market Research and Opinion Polling





## COMPANY VALUES: COMMITMENT

- We **Collaborate** to develop creative and innovative solutions
- We are champions of a healthy **Organizational** culture
- We believe a **Motivated** enthusiastic workforce is a resilient workforce
- We manage every project in a thorough and **Meticulous** way
- Integrity** and ethics are critical leadership and business qualities
- We believe in honest and **Transparent** communication with our clients
- We meet the **Maximum** needs of our clients with excellent service
- We are unwilling to compromise **Exceptional** performance
- Nurturing** professional and personal development is our passion
- We believe diverse and inclusive **Teams** produce superior results

## PAST PERFORMANCE

ServiceSource, Dakota 3 Consulting Firm, Insight Financial Group, Ryerson University, Brances Events & Decor, AMA Consulting, F.E.A.R.S. Advantage, Black Government Contracting Club, and Academy Owls

## CORPORATE SOCIAL RESPONSIBILITY

Partnerships include: CharityVest, Rick and Isabella Pina Ministries, and Academy Women eMentorship Program.



## GET IN TOUCH



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## DIFFERENTIATORS



Certified Behavioral Analysis  
Consultant and Trainer



Multidisciplinary Team  
and Partners



SCORM and AICC Compliant Learning  
Management Platform



Customized Training Solutions



Corporate Retreats



High-Demand Certificate Courses



Resilience-Building Leadership  
Professional Trainer (T)