

## Capability Statement

Melody Gratic | CEO & Founder  
WOSB/SDVOSB/WBE



## COMPANY OVERVIEW

XcelMil, LLC (XcelMil) is an executive management consulting firm that specializes in Leadership Development, Training, Executive Coaching, Asynchronous and Synchronous Training, Market research, Team Building, Diversity, Equity, and Inclusion. We are a certified woman-owned and service-disabled veteran-owned small business that was founded in 2018. Our team has over 100 years of experience in DoD, Academia, the US Military, the Private Sector, and Nonprofit Sector. We are committed to providing transformational solutions through strategic planning, project management, quality control, timely submission of deliverables, and effective management of cost control for our clients.

## PAST PERFORMANCE

*“Reducing Visible and Invisible Boundaries Requires Radical Solutions”* – British Columbia, Canada

*“Leading & Managing Change”* - AMA Consulting Group, Lanham, MD

*“Self-Leadership: Better Thought Patterns for Enhanced Performance”* - F.E.W., Washington, DC

*“Gaslighting at Work: What it is and how it plays out”* - F.E.W., Washington DC

*“Business Goal Setting”* - Black Government Contracting Club, Bronx, NY

*“Business Development: The Essentials”* - Dakota 3 Consulting Firm, Washington, DC

*“Mentoring for Impact, Collaboration, and Growth”* - Academy Owls, Internet

*“Becoming a Person of Influence”* — ServiceSource, Oakton, VA

## CORE CAPABILITIES

- Executive Leadership
- Emerging Leadership
- Business Process Improvement
- Change Management
- Administering Behavioral and Organizational Assessments
- Diversity, Equity and Inclusion
- Curriculum Development
- Training Development & Facilitation
- Data Collection and Data Analysis
- Artificial Intelligence



## COMPANY 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



**XcelMil LLC**  
EXECUTIVE MANAGEMENT CONSULTING FIRM

## DIFFERENTIATORS



Certified Diversity Practitioner



1-year post-contract follow-up



Corporate Retreats



Exceptional and Excellent  
Professional Service is  
Non-negotiable



Resilience-Building Leadership  
Professional Trainer (T)



Experienced Team with Industry  
Sought After Credentials &  
Expertise



Adept at Design and Reverse Thinking



Customized Training Solutions

## COMPANY SOCIAL RESPONSIBILITY

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



## GET IN TOUCH



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*Empowering Teams to Xcel!*