

CAPABILITIES STATEMENT



**CBC Tech
Consulting**

COMPANY OVERVIEW

CBC Tech Consulting, LLC based in Reston, VA, specializes in consulting, coaching, and supporting teams with business development and expansion, pursuit and order capture, project planning, as well as program execution using sound engineering and program management practice with a focus on risk and opportunity management.

CORE COMPETENCIES

- Simulation & Training, Commercial & Defense
- Management Consulting
- Business Development
- Strategic Planning
- Project & Program Management
- Engineering Management
- System of Systems Engineering
- Engineering Design & Development Process
- Organizational Team Dynamics
- Team Development & Leadership Coaching
- Staffing & Growth

DIFFERENTIATORS

- **Fortune 100 Engineering Executive:** Experience leading a 500+ person team, delivering \$500M+ in yearly revenue with net positive program performance.
- **Robust Risk Management Framework:** Ensures successful execution for the full lifecycle of a program.
- **Powerful Network:** Contacts with major DoD and industry players in simulation & training.

PAST PERFORMANCE

- **National Training & Simulation Association:** Jan 2025-Present, PoP 1-year, Interservice/Intertrade Training & Simulation Education Conference (I/ITSEC) Leadership Committee, Special Events Director; Served as volunteer from 2011-2024 prior to formation of CBC Tech Consulting. Contact: Debbie Langelier, Senior Vice President, dlangelier@ntsa.com
- **Ellipsoid AI:** January 2025-Present, PoP 6-mo with option to extend, Business development consultant supporting entry to DoD market with products and services related to autonomy and artificial intelligence. Contact: Abhishek Verma, Chief Product Officer, abhishek@ellipsoid.ai

COMPANY DATA

UEI Number: YPLESC89CG76

CAGE Code: 10K18

NAICS: 541611, 541690, 541330, 561110, 541613

PSC: R408, R409, R410, R425, R499, R699, R707

SAM Registration: TBD Active

- **Accepting:** ACH, Check, Paypal Business, Zelle
- **Business Size:** Small, Disadvantaged

Federal Designations:

- 8(a) Certified – TBD
- WOSB – TBD

Owner, Carla Cropper, spent 23 years with Collins Aerospace in engineering and program management, most recently serving as Senior Director of Engineering for Simulation & Training Solutions (STS). Solutions include flight, tactics, and maintenance trainers as well as subsystems such as real time graphics rendering and visual displays. She holds a Bachelor of Science Engineering (BSE) as well as a Bachelor of Science (BS) in Computer Graphics Technology from Purdue University and a Master of Business Administration (MBA) from Rollins College Crummer Graduate School of Business.

Contact Information:

Carla Cropper

carla@cbctechconsulting.com

Phone: 407-913-5559

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