



Capability Statement

PRIMARY CONTACT: TINA L. GREER
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Core Competencies

CEO of Greer Business Solutions, LLC with 20+ years of experience in business management, finance, and business development. Aiding clients in problem-solving, goal setting, and achievement, increasing self-esteem and confidence. Coaching business owners to optimize revenue streams from a cost-conscious perspective. Seasoned Pricing Expert working with service contracts of medium to large range proposal values from \$30M and above.

Notable successes include optimizing revenue streams and teaching business owners/entrepreneurs to drive sustainable growth. Specializing in government contract bidding, using a proven step-by-step strategy –includes understanding of the procurement process and winning contracts for projects of all sizes.

Past Performance

Facilitator/Trainer | Georgia Department of Transportation (GDOT) Business Resource Center | How to Develop a Winning Bid | *Atlanta, GA*

Facilitator/Trainer | PMI Atlanta Chapter | Cost Mastering Strategies to Stay Within Budget | *Atlanta, GA*

Facilitator/Trainer | Avalon Accounting, Inc. | Effective Communication/Client Interaction in the Workplace | *Atlanta, GA*

CEO/Business Growth Strategist | Greer Business Solutions, LLC | *Douglasville, GA*

Pricing Analyst, Lead | CACI, Inc. | *Douglasville, GA*

Contracts Manager | CACI-NSR, Inc. | *Arlington, VA*

Proposal Manager, Operations Division | BMAR & Associates, Inc. | *Hopkinsville, KY*

Differentiators

Key areas of expertise include:

- Pricing & Contract Management • Business Growth & Development • Financial Analysis • Proposal Management
- Revenue Stream Development • Cost Management • Strategic Networking
- Certified Life Coach • Professional Speaker • Best Selling Author

Certifications

- Women Owned Small Business (WOSB) Self-Certification
- Georgia Department of Administrative Services Minority Business Enterprise (MBE)
- Georgia Department of Transportation Disadvantage Business Enterprise (DBE)



Company Data

Greer Business Solutions, LLC provide coaching and consulting services to small business owners in the bidding and procurement process of government contracts. Specific Pertinent Codes:

- **DUNS:** 06-567-2823
- **Cage Code:** 7QZB1
- **Social economic certifications:** WOSB, MBE, DBE
- **NAICS:** 541611, 541613, 541618, 611430, 812990, U009, U099
- **Accept Credit and Purchase Cards**