

ABB International Consulting, LLC

CAPABILITY STATEMENT



Business Summary

ABB International Consulting, LLC, provides planning, management and execution consulting services in support of government air, space and terrestrial capability development and acquisition programs, including with International Partners. Our professionals offer senior government and military decision makers the highest quality expertise in a variety of international and domestic Space and terrestrial capability program management functional disciplines, such as project/program management, technical analysis, contract performance assessment, financial management and international affairs analysis to ensure customer focused satisfaction and overall mission success.

ABB International Consulting works seamlessly with its customers' in-house teams and their other advisors to enhance the ability of its customer to make the best decisions possible for the organization programs. Through our deep understanding of the industry and relationships built over the many years, we are also able to leverage a worldwide network of well-established industry professionals and consultants in specialist fields, enabling us to easily flex to fulfill client requests for services outside of our traditional core competencies, including support functions in areas such as logistics and IT. We pride ourselves in providing optimal contracted support on time and on budget.

- ✓ Data driven decision making analysis and advise for senior government and military leaders on all aspects of program management
- ✓ Draw on first-hand experiences to deliver a credible, achievable, and time-bound risk mitigation plan to the project team to ensure the right resources (people, time, and money) are in place to effectively manage organization
- ✓ Assessment of potential international partnerships against U.S. policy
- ✓ International Program Management Support – Foreign Military Sales (FMS)
- ✓ Provide interest/position analysis and other support as needed in negotiations with international and domestic stakeholders
- ✓ Recruit appropriate talents and skill sets to meet customer needs and expectations
- ✓ Research and develop strategic guidance documents to support mission mandates
- ✓ Negotiations support for international agreements
- ✓ Qualitative and quantitative analysis of international collaborative opportunities
- ✓ Support to International engagement/agreement efforts through advanced linguistics, cultural and political expertise in various regions of the world
- ✓ Program execution support for Foreign Military Sales, Excess Defense Article, International Military Education and Training and Building Partner Capacity
- ✓ Cross-cultural Training development by creating relationships based on an exchange of knowledge, experience and goodwill and help less experienced individuals in the organization gain confidence, clearer purpose, insight, and wisdom in international settings

PAST PERFORMANCE

- Space Systems Command, International Affairs Division, Los Angeles SFB, CA.
- OMNI Consulting Solution, El Segundo, CA.
- Ipsos: 2022 Ethiopia facility damage and functionality research

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WHO WE ARE

ABB International Consulting, LLC is an SBA 8(a) and Service-Disabled Veteran-Owned Small Business (SDVOSB) certified small business. It was created in February 2019 by Mr. Alula Berhane, a retired U.S. Air Force Lieutenant Colonel with over 15 years of experience working with international partners in Europe, the Middle East and Africa in acquisition management. He received his Master's Degree in International Affairs from the Fletcher School of Law and Diplomacy at Tufts University in 2009.

Led by his proven leadership and extensive knowledge and understanding of the institutions, programs and regulations in the program management sector, we offer professional consulting and program management support services to increase the success rate of government programs and international Government-to-Government and Military-to-Military agreements and projects. We bring a unique balance of expertise in U.S. Acquisition laws and U.S. government rules and regulations on international agreements and business development. Due to its extensive network, ABB International Consulting is also able to provide support outside its core competencies to meet client needs. ABB International Consulting, LLC generated over \$240,000 in revenue for 2020, its 1st year in business and close to \$1,000,000 since. We are confident 2024 will be even better!

COMPANY DATA

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DUNS
116981391

Cage Code
89B15

Primary NAICS Code
541611 – Primary; Administrative Management and General Management Consulting Services

Other NAICS Codes
541690 - Other Scientific and Technical Consulting Services
928120 - International Affairs
541618 - Other Management Consulting Services
541519 - Other Computer Related Services
813920 - Professional Organizations
484210 - Used Household and Office Foods Moving

Certification:



Our Motto: "If you want to go quickly, go alone. If you want to go far, go together." African Proverb