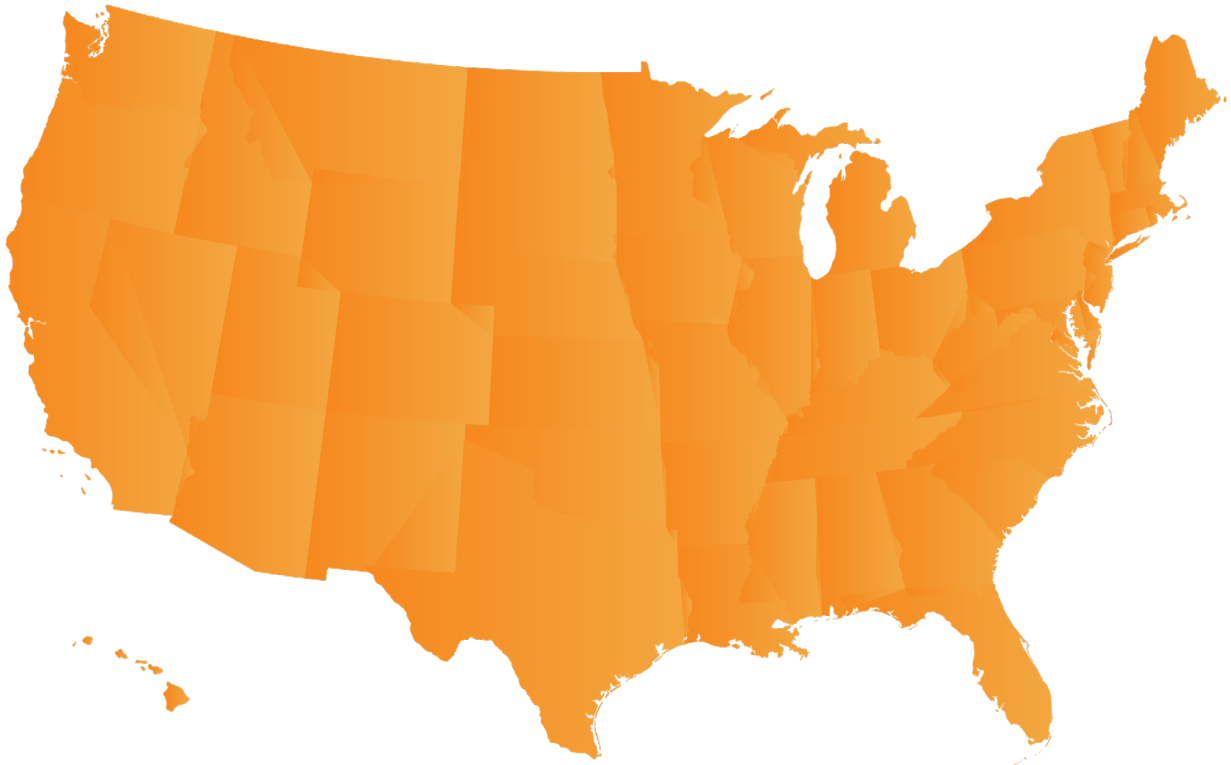


STATE PROFESSIONALS CAN NOW ACCESS TRAINING THROUGH NASPO VALUEPOINT CONTRACT



STRATEGY
EXECUTION™



NASPO
ValuePoint

formerly WSCA-NASPO

PROFESSIONAL TRAINING AND CERTIFICATIONS FOR STATE AND LOCAL GOVERNMENT ORGANIZATIONS AND EDUCATIONAL INSTITUTIONS IN THE AREAS OF:

- Project and program management
- Contract and vendor management
- Business skills and strategy execution
- Business analysis and enterprise architecture

"The lessons structure and pace were exceptionally well done. The tools provided and explanations were so clear that I came away from the training excited and wanting to write SOWs without the usual feeling of intimidation that has kept me from writing them."

— Student, LA County Dept. of Public Health

"I was able to create business requirements along with the testing plan more effectively than in the past due to taking this course."

— Student, State of Arizona

Strategy Execution

Build Skill Sets. Change Mindsets.

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"Strategy Execution" refers to TwentyEighty Strategy Execution, Inc, a Virginia, USA, corporation, or an affiliate thereof.

PURCHASING TRAINING IS EASIER WITH NASPO VALUEPOINT CONTRACT

Gathering bids. RFPs. RFQs. More bids. Obtaining approval. Getting the training your department or agency needs might be a hassle. Fortunately there is an easier way. The Commonwealth of Virginia, The National Association of State Procurement Officials (NASPO) ValuePoint and TwentyEighty Strategy Execution now offer integrated project and contract management training solutions through a pre-negotiated Lead State Master Agreement accessible to all member states.

Save your department time and money by using this Lead State Master Agreement as a convenient contracting vehicle for state and local government organizations to provide opportunities for employees to obtain the necessary skills in project and contract management. Because the prices, services and terms have been already pre-negotiated by the State of Virginia, other government entities can spend much less time on the procurement process. This agreement provides the confidence that your employees will receive the best training services from a premier provider at the most economical price for this level of quality and support.

FAST FACTS ABOUT THE CONTRACT:

- Agreement number E194-73092-MA2188
- Available to all participating states (NASPO members)
- Administered by the Commonwealth of Virginia (www.eVA.virginia.gov)
- PDF location: www.naspovaluepoint.org/#/current-contracts/contractors/results/386
- Offers training services by TwentyEighty Strategy Execution for public procurement professionals, consisting of training instruction, course customization, and course development

Since 1981, Strategy Execution (formerly ESI International) has been successfully helping government organizations improve their project and contract management through innovative professional education and certification solutions. Our training helps close the strategy execution gap, strengthen people's capabilities and drive higher performance. By combining the best university research and proven business techniques, we bring a performance-focused perspective designed to increase alignment and engagement across organization. In addition to more than 100 courses delivered to all major federal agencies and most state and local government entities and educational institutions, we offer several certification programs through The George Washington University. Learn more at strategyex.com/gov.

About NASPO ValuePoint. The NASPO ValuePoint Cooperative Purchasing Organization (formerly WSCA-NASPO) provides the highest standard of excellence in public cooperative contracting. By leveraging the leadership and expertise of all states with the purchasing power of their public entities, NASPO ValuePoint delivers best value, reliable, competitively sourced contracts. Since 1993, NASPO, ValuePoint has been the cooperative purchasing arm of NASPO (the National Association of State Procurement Officials), encouraging, fostering and guiding the nation's most significant public contract cooperative. NASPO ValuePoint is a unified, nationally focused cooperative aggregating the demands of all 50 states, the District of Columbia and the organized US territories, their political subdivisions and other eligible entities, spurring best value, innovation and competition in the marketplace.

TRAINING FOR GOVERNMENT ORGANIZATIONS

Strategy Execution's extensive experience working with diverse government clients lets us guide management at all levels in the current best practices needed to navigate ever-changing contracting regulations, and deliver projects on-time and on-budget, while meeting organizational requirements. Regardless of discipline, our training and certification programs help overcome the silos that undermine performance and prevent effective collaboration, shorten life cycles, reduce waste, and provide the value that customers expect.

Agile Practices. Organizations are adopting Agile in some form. To assist managers and practitioners in their quest to integrate this powerful approach into their projects, we developed an Agile curriculum and certification program that is focused on building practical skills and competencies in this discipline.

Business Analysis. This curricula and certification program give students a thorough understanding of requirements management and development, which are crucial elements of successful project execution. To be effective, an organization needs to elicit justifiable, verifiable and traceable requirements, and manage them through the entire requirements process.

Business Skills. Technical skills are important, but comprehensive business skills are truly critical to successful execution of projects. Our business skills training courses help you master effective communication, goal setting, critical thinking, and problem-solving.

Contract Management. This set of courses and certification program provide a solid understanding of the acquisition community and prepare students to manage the entire procurement process. Collaboration with federal, state, and local government and agency clients at all levels equips our company to provide the guidance needed to navigate ever-changing compliance mandates, regulations, and directives.

IT Project Management. Today's IT projects present unique challenges to the project manager, requiring coordination with many stakeholders and integration of various technological capabilities. We've developed a set of courses and certification programs to help our clients with these challenges.

Program Management. This training and certification program helps program managers at all levels develop the project management, business, and leadership skills needed to focus on high-level, strategic business goals. Our curriculum includes program management courses that support PMI's Standard for Program Management knowledge areas as well as other key business and leadership skills that are critical to successful program management.

Project Management. TwentyEighty Strategy Execution offers project management training courses and certification programs that cater to the educational needs of project professionals of all levels. Our courses are aligned to industry-recognized standards and are offered in a variety of delivery options.

Vendor Management. Vendor management is critical and should be considered a core organizational function. This training is designed to help apply best practices in vendor relationships and vendor performance management; elicit, document, and manage vendor requirements, and improve communication with key stakeholders and manage conflicts.

"Use of the Communication and Strategic Communication Table to ensure we've accounted for everyone that could positively or negatively impact the project was very helpful. The response Prioritization Matrix is the most important tool I will use, - I've already applied it!"

— Student, Port Authority of New York & New Jersey

"I believe that I took on the role of a project manager during my lengthy County career, but did not know that was my role and fumbled through projects by trial and error. Had I attended this class, the outcomes would have been more efficient, by determining the scope, cost, and time much sooner as well as determining the appropriate resources."

— Student, LA County Dept. of Public Health

"The scheduling and estimating portion are directly applicable to what I do as a technical lead. I do occasionally take on a role of managing consultants' projects. This training will help me grow in my approach to these projects."

— Student, State of Nevada

TRAINING IMPACT IN NUMBERS: STATE AND LOCAL GOVERNMENT

At Strategy Execution, demonstrating training effectiveness and the impact on the organization is foundational to the way we engage with our clients. We know that learning and development budgets must be linked to improved organizational performance and accomplished mission objectives. The following is a summary* of the training results reported by our students from US state and local government organizations.

| | | | |
|-------------------------------|-----|---|--|
| Learning Effectiveness | 94% | | they learned new knowledge and skills from training |
| Job Impact | 75% | of US state and local government students reported that... | they applied the training to their jobs within 6 weeks |
| Organizational Results | 73% | | training had improved their job performance |
| Return on Expectations | 90% | | training was a worthwhile investment for their career |

* This analysis encompasses thousands of evaluations submitted by our students since 2010

"The course instructor had decades of relevant experience that she was able to apply to our needs. She was able to intelligently answer all questions, and was energetic and positive, making the experience a pleasure."

— Student, LA County Dept. of Public Health

"I have to deal with a group of individuals on a daily basis to ensure the success of our contracts. This training will help me in managing and negotiating with those individuals."

— Student, State of Texas

Strategy Execution, the global authority in corporate education and training, equips your people with the complete package of technical and leadership skills — the mindset, adaptability, and expertise to lead and execute projects in any context. With curricula in adaptive strategic execution, project management, business analysis, contract management, and more, StrategyExecution partners with your organization to build skill sets and change mindsets. It's time to declare a new standard of performance.

Learn more at strategyex.com/gov.