

## CAPABILITY STATEMENT

### BACKGROUND

**HILLSTOCK & ASSOCIATES**, also known as **HILLSTOCK CONSULTING**, was launched in August 2019 with one simple goal: to assist organizations in successfully transitioning their learning content to the online environment in a high-quality and sustainable way. In essence, we collaborate with you to develop innovative training and development opportunities for learners, including those in leadership roles.

The strength of our services is based on our collaborative consulting approach, which prioritizes people, and focuses on communication, processes, and project management. Put simply, we work closely and efficiently as a unified team to identify and create interactive, engaging, and scalable eLearning solutions for your learners.

### SELECT PAST PERFORMANCE

#### INSTRUCTIONAL DESIGN SERVICES

- SC Manufacturing Extension Partnership: Developed online training modules for Standard Work, Leader Standard Work, & Failure Mode and Effects Analysis.
- Small Business Development Center: Developed the 2024 training road map for SBDC Clemson Region.
- Black Teacher Collaborative: Designed eLearning modules for the K-3 Literacy Academy and Algebra I Academy.
- NeighborWorks America: Converted 60+ courses to the online environment and designed the framework for hybrid courses.

#### VIRTUAL EVENT PRODUCTION

- NeighborWorks America: Supported the production of four (4) Virtual Training Institutes.
- PennSERVE/AmeriCorps: Designed and produced the opening virtual event to support AmeriCorps Week.

#### LMS PRODUCTION

- Stride K-12: Produced 300 lessons within the Stride LMS.

#### LEADERSHIP DEVELOPMENT & STRATEGIC PLANNING

- Frederick Community College: Developed the 3-Year Strategic Plan for Athletics.
- Univ of the District of Columbia: Business Process Workflow; designed the 2022 Final Strategic Plan Report.
- The Angel, LLC: Provided Executive Coaching.

### COMPANY DATA

**UIE:** XNN7J28J7H77      **CAGE:** 8HBV9

#### PSC Codes

- U008 – Education/Training – Training/Curriculum Dev
- U009 – Education/Training – General
- U099 – Education/Training – Other

#### Primary NAICS Code:

- 611710 – Educational Support Services

#### Other NAICS Codes:

- 541611 – Administrative & General Management Consulting
- 541618 – Other Management Consulting Services
- 611420 – Computer Training
- 611430 – Professional & Management Development Training

### CORE COMPETENCIES

- Online Training and Workshop (or Course) Design
- Virtual Event Production & Management
- Learning Management System Selection & Optimization
- Leadership Development & Strategic Planning

### DIFFERENTIATORS

- Our Associates
- Our Philosophy
- Our Collaborative Vision
- Our Processes

We believe effective learning is about people. We help your learners engage more deeply with your training content and demonstrate their new knowledge as a part of their training and development experience, before returning to apply it in their daily work. To us, this means greater flexibility, personalized learning opportunities, increased access, and skill development.



### CONTACT

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