

Capability Statement

Steer Operational Solutions (SOS) stands as your dedicated partner for enhanced operational efficiency. Founded in December 2022 as a woman-owned small business, our unwavering mission is to deliver personalized support and strategy to Government, Corporate, and Nonprofit organizations. Specializing in Operations for Business Development, Go-to-Market Sales, and Customer Delivery and Support, SOS guides your business with a focus on impartial, consistent, and replicable processes—ultimately leading to enhanced efficiency, compliance, and profitability.

Core Capabilities



Needs
Assessment
and Pipeline
Development



Efficient
Program
and Project
Management



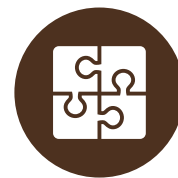
Go-to-Market
Strategy
Support and
Management



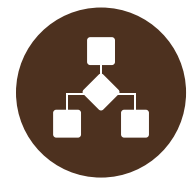
Strategy,
Operations
and Planning
Consulting



Vendor and
Call Center
Operations
Support



Organizational
Restructuring:
Aligning Mission,
Budget, Talent



Continuous
Process
Improvement
and Training

Company Snapshot

Steer Operational Solutions

WOSB Established: 2022
SteerOperationalSolutions.com
Baltimore, MD

UEI

YAEEPCGK2Q4

CAGE Code

9GJQ5

NAICS Codes

Primary

541611 (P) Administrative
Management and General
Management Consulting
Services

Secondary

518210, 541519, 541612,
541613, 541614, 541618,
561110, 611430, 611710



Visit our
website.

Differentiators

- ▶ Decades of Operations Experience: Over 30 Years
- ▶ Versatility from Individual Contributor to C-level
- ▶ Fortune 500s to Start-Up Expertise
- ▶ Located in the DC/VA/MD area
- ▶ Transferrable operations skills not confined to a specific industry.

Past Experience

Steer Operational Solutions: Needs Assessment, Pipeline Development, Capture Support, Contract Creation, Program and Project Management

Stride, Inc. (formerly K12 Inc.) Vendor / Call Center Operations, Go-to-Market Management, Revenue Operations, PMO and Compliance Management.

Transfr Inc. Go-to-Market Management, New Tech Implementation, and Revenue Operations,

Sirius XM Holdings Inc. Program and Project Management, Vendor / Call Center Operations Support, and Retention Programs.

Verizon Communications Inc. Customer Care and Technical Support Management, and Channel Marketing Management.

Certifications

- ▶ U.S. Small Business Administration (SBA) Women-Owned Small Business (WOSB)
- ▶ Recognized by WBENC (Women's Business Enterprise National Council)

