



# WATERFRONT TRAINING SOLUTIONS, INC.

DELIVERING MISSION-READY SOLUTIONS.  
DEVELOPING TOMORROW'S WORKFORCE.

PROFESSIONAL SERVICES • HUMAN CAPITAL SOLUTIONS • IT & CYBER EXPERTISE



WE ARE A REGISTERED PRACTITIONER ORGANIZATION (RPO) ON CYBER AB!  
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HEADQUARTERS:  
CHESAPEAKE, VA



ADDITIONAL OFFICE:  
MILLINGTON, TN



SERVICE-DISABLED  
VETERAN OWNED  
SMALL BUSINESS



CAGE CODE: 9G3Q2



UEI: WTK5XT2HJJU1



NAICS CODES: 611710 | 541611 | 541715

## WHO WE ARE

Founded in 2022, WTS, Inc. is a service-disabled veteran small business providing innovative solutions in defense contracting. We empower organizations with expert advisory services, advanced training solutions, and mission-focused IT consulting to strengthen our nation's warfighting capability.



## CONTRACT VEHICLES

**GSA MAS (WTS)**  
47QRAA25D00BG

**GSA DIRECT (TRANSTEC)**  
47QRCA24DW162

**SEAPORT N+G**  
N0017819DB733

## COMPANY INFORMATION

CAGE Code: 9G3Q2

UEI (UIN): WTK5XT2HJJU1

NAICS CODES:  
611710 | 541611 | 541715

Headquarters:  
501 Independence Pkwy, Suite 205  
Chesapeake, Virginia 23322

Additional Office:  
Millington, TN

Website:  
www.waterfronttraining.com

LinkedIn:  
linkedin.com/company/  
waterfront-training-solutions

## DIFFERENTIATORS

- Extensive network across TYCOMs, Resource Sponsors, Learning & Warfare Centers, SMEs, Program Offices, shipyards, and regional maintenance centers.
- Proven experience in both solution development and execution.
- Deep understanding of Navy policies, procedures, and mission needs.
- Senior subject matter experts with real-world operational experience.



## POINTS OF CONTACT

### WTS CONTACT

Jacqueline Chrobot  
jacqueline.chrobot@waterfronttraining.com  
973-303-9858

### GSA PROCUREMENT CONTACTS

Oscar Nieves  
oscar.nieves@gsa.gov  
404-215-6760 (Office)  
Solomon Porter  
solomon.porter@gsa.gov  
404-267-8063

## CORE CAPABILITIES



### ENGINEERING SERVICES

- Systems Engineering
- Requirements Analysis
- Technical Planning
- Process Improvement
- Operational Support



### MANPOWER DEVELOPMENT

- Workforce Requirements Assessment
- Skill Gap Analysis
- Career Development
- Acquisition Manpower & Training Requirements



### IT CONSULTING SERVICES

- IT Strategy & Roadmap Development
- Systems Engineering & Architecture
- Requirements Analysis & Management
- Technology Selection & Evaluation
- Cloud Solutions (AWS, Azure, GovCloud)
- IT Infrastructure Design & Optimization
- Help Desk Solutions & Workflow Design
- Process Improvement & Automation
- Cyber Security vCISO, vSSO
- SSP & Policy Development
- System Integration & Deployment
- Data Management & Analytics



### PROFESSIONAL & MANAGEMENT DEVELOPMENT TRAINING

- Instructor Led Training
- eLearning & CBT
- Curriculum Development
- Instructional Design
- AR/VR/Video Solutions
- Classroom & Lab Buildouts
- DoW Training Document Development & Validation
- DoW Training Manual Creation and Development
- 360 Training Solutions
- WTS Academy (Certification/Credentialing/Courses)
- Veteran Services

## NAICS CODES WE PERFORM UNDER

611710



### Educational Support Services

Short-duration courses, professional development, leadership training, curriculum design, and workforce readiness solutions.

541611



### Administrative & General Management Consulting Services

Administrative and general management consulting, strategic planning, operational improvement and advisory support.

541715



### Research and Development in the Physical, Engineering, and Life Sciences (except Nanotechnology and Biotechnology)

Conducting directed or applied research and experimental development to gain new knowledge or develop new applications.

## WHY USE OUR GSA MAS CONTRACT?



### PRE-VETTED CONTRACTOR

WTS is vetted and awarded by GSA, ensuring reliability and compliance.



### PRE-NEGOTIATED PRICING

Includes fair and reasonable ceiling prices to simplify price evaluation.



### FASTER PROCUREMENT

GSA MAS streamlines acquisition compared to traditional solicitations.



### FAR COMPLIANT

Orders follow FAR Part 8.4 and GSA regulations.



### MISSION FOCUSED

Solutions designed to meet diverse federal mission requirements.

## PAST PERFORMANCE SNAPSHOT



OFFICE OF NAVAL RESEARCH (ONR) & NRL  
Contract: N0017325C2407/PO-0073715  
Most Recent Award: \$150K  
Develop formal NOOCS packages, establish RAS NOBC and AOP codes, ensuring NAVPERS 158391 compliance for officer workforce classification.



OPNAV N13M5  
Contract: 470FLA22C00002/  
TTC-0002-WTS-100

Most Recent Award: \$1 MILL.  
Provide staffing and technical support for validation of Navy manpower & training artifacts (NTSPs, CSPPs, MERs, PSMDs, and CLLC development).



RCDC  
Contract: 36C10X24R0052  
Most Recent Award: \$130K

Support Sailor 2025 by modernizing personnel and training systems, including RCDC/Learning Stack interoperability and cyber compliance.



PEO MANPOWER, LOGISTICS & TRAINING (MLB)  
Contract: N0017819D7264-  
N0003919F3000 IDIQ

Provide IT advisory services to PFMO for PEO MLB across data, hardware, software, cybersecurity, IT portfolio management, and IT support for Navy's RRL program.



VETERANS AFFAIRS (VA)  
Contract: 36C10X24R0052  
Most Recent Award: \$5 - 6 MILL.

Developed and deployed a secure, web-based workforce performance platform for 400,000+ federal employees with automated competency models, assessments, and individualized development plans across 200+ occupations.



OPNAV N13M5 & VERACITY  
Contract: 24322623D0005/24322624F0169  
Most Recent Award: \$1.2 MILL.

Performed end-to-end data validation & fiscal analysis of RRL requirements ensuring alignment with OPNAVINST 1500.76 policy standards and identified critical requirement gaps.



U.S. Small Business Administration  
SERVICES DISABLED VETERANS-OWNED CERTIFIED

