CAPABILITY STATEMENT

Tangible Analytics Consulting, LLC | **W**: www.tangibleconsult.com
POC: Bryan Tamburrino, Founder/CEO | bryan@tangibleconsult.com
UEI: RPL3JJNERBE1 | **CAGE**: 83HT1 | **GSA** Schedule: 00corp
HQ: Milford, CT | Certified Connecticut Small Business Enterprise

COMPANY OVERVIEW

Tangible is a full-service consulting firm specializing in automation technologies, custom software development, and grant writing. With a proven track record in government contracting and subcontracting, we help public and private sector clients streamline operations, optimize workflows, and secure critical funding. As a trusted U.S. government contractor and a leading provider of grant writing services in Connecticut, Tangible delivers tailored technology solutions and strategic consulting to drive efficiency, compliance, and sustainable growth.

CORE CAPABILITIES & DIFFERENTIATORS

- **Custom Software & Automation –** Development, integration, and modernization of software solutions, CRM customization, and process automation. #1 Zoho Partner in CT.
- **Grant Writing & Program Management** – 60% success rate, $35M+ secured, and full lifecycle support from application to compliance.
- **Strategic Consulting & Optimization** – Workflow automation, data-driven insights, and government procurement compliance support.

WORKFORCE

Tangible maintains a highly skilled workforce consisting of:
- **Analysts** – Experts in data-driven decision-making and process improvement
- **AI Experts** – Specialists in machine learning, automation, and predictive analytics
- **Software Developers** – Experienced in front-end, back-end, and cloud applications
- **HR & Compensation Consultants** – Helping organizations optimize workforce strategy
- **Seasoned Grant Writers** – Delivering proven success in securing public and private funding

NAICS CODES

- 518210 – Data Processing, Hosting, and Related Services
- 541611 – Administrative Management Consulting
- 541612 – Human Resources Consulting Services
- 541618 – Other Management Consulting Services
- 541690 – Other Scientific & Technical Consulting Services
- 541512 – Computer Systems Design Services

PARTNERSHIPS

- Zoho Advanced Partner
- monday.com Partner
- Microsoft Partner
- Oracle Development
- AWS Gov-Cloud User
- .Net Development Partner

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PAST PERFORMANCE

Tangible has successfully delivered custom technology solutions, automation services, and grant management expertise to government agencies, municipalities, corporations, and nonprofit organizations. Our proven track record demonstrates our ability to enhance operational efficiency, secure funding, and drive strategic growth for our clients.

GOVERNMENT & MUNICIPAL CLIENTS

- U.S. Department of Defense – Defense Commissary Agency
- Estuary Transit District of Connecticut
- City of Windsor Locks, CT – Economic Development
- City of Shelton, CT – Economic Development
- City of Ansonia, CT – Economic Development
- Town of Trumbull, CT – Economic Development
- Town of Beacon Falls, CT
- Town of Watertown, CT
- Town of Windsor Locks, CT

CORPORATE & NONPROFIT CLIENTS

- Sikorsky Aircraft (Lockheed Martin)
- Element 119
- Fence Builders USA
- National Diversified Sales
- Strategic Consulting Partners

CERTIFICATIONS

- State of Connecticut DOH, CDBG Small Cities, CGA
- Deluge Advanced Developer Certification
- Zoho Creator Advanced Development & Advanced Business Use-Case Certified Team
- Power BI Power User(s)
- Front-End Application Development
- Microsoft SQL Server
- Hiver Premium Certified User & Reseller