CAPABILITY STATEMENT

Hands On Technology Transfer (HOTT) is a **small business** that brings nearly 30 years of experience successfully delivering competency-based IT training programs for thousands of companies, including proven consistent performance within all departments of the government. **We offer a unique combination of live, remote attendance, and on-demand training with personal facilitation for unbeatable flexibility.** HOTT courses cover over 60 IT subject areas including:

- ▶ Introduction to Programming
- ▶ .NET Programming (ASP.NET, Windows Forms, MVC, WPF, WCF)
- ▶ SQL Programming
- ▶ SQL Server Administration
- ▶ SQL Server Business Intelligence (SSRS/SSIS/SSAS)
- ▶ Java Programming (Java EE, Spring, Spring MVC, JPA, Hibernate)
- ▶ Web Development (HTML5, JavaScript, jQuery, Angular, Node.js)
- ▶ C, C++ Programming
- ▶ Python Programming
- ▶ PHP Programming
- ▶ Mobile App Development (Android, Objective-C, Swift, Xamarin)
- ▶ Test Driven Development
- ▶ UNIX/Linux, Shell Programming

Flexible Attendance Options

HOTT offers regularly scheduled open enrollment classes at frequent intervals. Attendees can opt to attend live classes remotely from their home or office, or complete on-demand training at their own pace. Customers can also arrange for training "on-site" at their facility. Regardless of delivery mode, HOTT always provides individual mentoring and uses real hardware and software rather than virtual lab environments.

Customer Service

Our superior customer service includes: comprehensive satisfaction guarantees; no registration or cancellation fees; assistance with certification and test preparation; personalized on-call remote attendance support.

NAICS Codes

611420: Computer Training
611430: Professional and Management Development Training

Product Service Codes

U006: Education/Training- Vocational/Technical
U012: Education/Training- Information Technology/Telecommunications Training

HOTT's Unique Value

We offer multiple delivery options for a quality, cost-effective, TOTAL training solution with customer service policies that remove the risk of failure. **Our personal mentoring assures success.**

SAM SYSTEM FOR AWARD MANAGEMENT

Dun and Bradstreet: 926531260
Cage Code: 1CSE2

Discount Options

Whether you have a large group to train at one location, or smaller numbers of staff spread throughout the country, **HOTT can prepare a custom discount program that will save you money.** Furthermore, if you have a discount program with any other training provider, we will beat it.

Government Clients

- ▶ Utility District (Las Vegas Water Valley)
- ▶ US Department of Energy (DOE)
- ▶ Department of Transportation (DOT)
- ▶ Bureau of Alcohol, Tobacco Firearms
- ▶ Center for Disease Control Prevention
- ▶ Central Intelligence Agency
- ▶ Coast Guard
- ▶ VA Department
- ▶ Social Security Adm SSA
- ▶ Legislative Service Bureau
- ▶ DOD Defense Department
- ▶ DFAS (Defense Finance and Accounting Service)
- ▶ DISA (Defense Information Systems Agency)
- ▶ USDA (Department of Agriculture)
- ▶ US Department of Homeland Security

Guarantees

HOTT assures that you get quality training at a low price point via our ironclad guarantees. This is possible due to a high standard of excellence required of instructor presentations, our proprietary task-oriented courseware development process refined over decades, robust hands on exercises, and internal processes that remove risk.

▶ HOTT guarantees small class sizes.

▶ HOTT guarantees quality instructors.

▶ HOTT guarantees competence.

▶ HOTT guarantees that training from HOTT will be more cost-effective than comparable training from any other source.

▶ HOTT guarantees that students in open-enrollment classes are protected against cancellations and will be able to receive desired training at the cost they expect and in the time frame they have planned.

▶ **HOTT guarantees overall quality with a 100% money-back guarantee.** If you're not totally satisfied for any reason, simply withdraw before the beginning of the second day (or before completing 4 modules of an on-demand training presentation). Return all course materials and receive a 100% refund.

Quality

Students receive a hands on learning experience with at least 50% lab time. Remote attendees utilize the same equipment and obtain the same real-time attention and feedback from the instructor as those in face-to-face classes. Our live classes average less than 10 students, which assures more direct instructor facilitation.

HOTT instructors are dedicated technology experts and average well over 10 years experience in IT consulting and training. On-demand students are mentored by the same experts who deliver our live classes, assuring the same quality experience and successful result.

On-Demand Training

On-demand training allows you to complete courses from any device (PC, phone or tablet) at your own pace. Our unique approach combines on-demand training with personal facilitation and comprehensive hands-on exercises. Students receive electronic copies of the same course materials as our live courses, which include a student guide and lab guide.

Remote-Live Training

HOTT offers a remote attendance option for students who are not located near a training location. Remote access students attend the same live training delivery as students in the classroom. Two-way video and audio communication allows participation as close to "being there" as possible, including the ability to remotely control the broadcast camera, dynamically interact with questions or comments and collaborate during labs.

Face-to-Face Training

Attend training face-to-face in a classroom-based setting or at your site. Our small class sizes assure personal attention. **We offer more than 100 locations across America**, minimizing the need for travel. For clients who must travel to a course location, HOTT offers cost effective travel packages. Pay no additional fees for application, registration, or cancellation.