



Company Profile



Applied Technology Academy Overview

The Academy of Applied Technology d/b/a Applied Technology Academy (CAGE Code 8EBX7) was formed in August 2019 as a successor corporation to Tech Strategies International LLC (CAGE Code 66AH6). Tech Strategies International was incorporated in 2008 to serve government and military clients with superior computer, networking, cybersecurity, leadership development and project management training via instructor-led and online live virtual classes. Applied Technology Academy was formed with the intent to achieve Florida Department of Education licensure and broaden its training offerings to include Cyber Workforce Development Programs, Cyber Training for Auditors, and Executive Cyber Training. Applied Technology Academy is an Economically Disadvantaged Woman Owned Small Business (EDWOSB) certified by the Small Business Administration and incorporated in Florida as an LLC.

Applied Technology Academy (ATA) offers a suite of computer, network, cybersecurity, leadership development and project management training for the Department of Defense. Headquartered in Deerfield Beach, Florida, ATA is an award-winning firm with extensive experience providing professional training, certifications, and testing services related to all facets of Information Technology, Cybersecurity, Leadership Development and Project Management. ATA's strength lies in the caliber of its instructors and staff – all of whom are educated, talented individuals with extensive experience in IT and project management. ATA has been recognized as a CompTIA Partner of the Year and has been named to the EC-Council's Academic Circle of Excellence for multiple years running.

The key differentiator is ATA's ability to teach, equip, and deliver skills and knowledge necessary to leverage the certifications achieved within the workplace, all with unparalleled student service and support. With Florida-based classrooms in Tampa and Fort Walton Beach, Online Live virtual classes, fully mobile classrooms, and mobile Pearson VUE test centers, the ATA team can deliver live instructor training anywhere in the world.



ATA Core Competencies

- Instructor-Led Training
- Live Remote/Distance Instructor-Led Training
- Custom On-Demand Training
- Custom Training Course Development
- Onsite Training Delivery
- Overseas Training Delivery
- Accelerated Immersion Training
- Award Winning Expert Instructors
- Highest Industry Certification Pass Rates
- DoD 8570.01-M/8140 and NICE compliance
- Threat assessment studies
- Penetration testing and vulnerability assessment services
- Installation and configuration of cybersecurity software and hardware

Training Specialties

- Agile
- AI
- AWS
- ITIL
- Offensive Security
- Microsoft
- Blockchain
- NetApp
- CompTIA
- PMI
- Cisco
- Data Science
- Python
- Red Hat
- EC-Council
- VMware
- IAPP
- ISACA
- 5G

IT and Cyber Services Specialties

- Threat assessment studies
- Penetration testing and vulnerability assessment services
- Installation and configuration of cybersecurity software and hardware
- Consultancy services and support
- Custom courses focused on mission specific outcomes



COMPANY PROFILE

Funding Vehicles

- Unit Funding
- Florida Education Dollars for Duty
- AF COOL
- Army COOL
- Navy COOL
- Cisco Learning Credits
- VMware PSO/Training Credits
- Vocational Rehabilitation
- CareerSource Florida

Memberships and Certifications

- SBA Certified Woman-Owned Economically Disadvantaged Small Business (EDWOSB)
- SBA Certified Woman-Owned Small Business (WOSB)
- Registered State of Florida Woman Owned Small Business Designation
- NDIA Corporate Member
- AFCEA Corporate Member
- Women in Defense Member

NAICS

- 611410 Business and Secretarial Schools
- 611420 Computer Training
- 611430 Professional & Mgmt. Dev. Training
- 611519 Other Technical and Trade Schools
- 611710 Educational Support Services
- 611691 Exam Preparation and Tutoring
- 541511 Custom Computer Programming Services
- 541512 Computer Systems Design Services
- 541519 Other Computer Related Services
- 541618 Other Management Consulting Services
- 541990 All Other Professional, Scientific & Tech Svcs.

TIN: 842742098

DUNS: 117185099

Cage Code: 8EBX7

PSC Codes

- U001 Lectures for Training
- U006 Education/Training - Vocational/Technical
- U008 Training/Curriculum Development
- U009 Education/Training – General
- U010 Education/Training-Certifications/Accreditations
- U012 Information Training
- U099 Education/Training – Other
- R420 Support - Professional; Certifications/Accreditations



Past Performance Examples

PAST PERFORMANCE REFERENCE #1

Customer: Florida National Guard – Education Dollars for Duty (EDD)

Vendor Entity: Applied Technology Academy

Annual Revenue: \$929,244

Customer POC: Kevin Stees, EDD Coordinator, FL National Guard,
kevin.b.stees.nfg@mail.mil, (904) 823-0339

Performance Summary: ATA has delivered instructor-led IT and Project Management Certification courses to Florida National Guardsmen and Airmen throughout the state for the last decade. ATA currently delivers approximately 31 percent of the total EDD Guard annual education budget.

Certification Courses Delivered: CompTIA, EC-Council, Cisco, Microsoft, NetApp, VMware, PMI, Agile, ISC2, Python, Linux, ISACA, Scrum and Lean Six Sigma

PAST PERFORMANCE REFERENCE #2

Customer: 290th Joint Communications Support Squadron (JCSS), MacDill AFB

Vendor Entity: Applied Technology Academy

Annual Revenue: \$120,000

Customer POC: Chief Timothy Maczuga, 290th JCSS Flight NCOIC, timothy.p.maczuga.mil@mail.mil, (813) 340-9615

Performance Summary: ATA provided Cisco CCNA, CompTIA Security+ and Project Management Training to the squadron.

PAST PERFORMANCE REFERENCE #3

Customer: Department of the Navy – Naval Surface Warfare Center

Vendor Entity: Applied Technology Academy

Single Bid Revenue: \$108,110

Customer POC: Stacy Figlinski, stacy.figlinski.ng1331@navy.mil or stacy.figlinski@va.gov
Tech Strategies International provided instructor-led training on

Performance Summary: Microsoft - Installing & Configuring Windows Server in 2015.



COMPANY PROFILE

Board Directors

Dr. Aaron Glassman

Department Chair, Department of Management & Technology, College of Business Worldwide Embry-Riddle Aeronautical University

Mrs. Brenda Dickinson

Florida Private School and Home Education Lobbyist and Education Consultant

Mrs. Kelly O'Keefe

Attorney and Shareholder at Stearns Weaver Miller

Mr. Nick Kennicott

1 Battalion, 75th Ranger Regiment (Ret.) Pastor, Redeemer Baptist Church

Mrs. Shawne Blair, CPA

President at TriStar Management Group

Mr. Don Crowe

President, Absaroke Corporation – Architecture | Engineering | Construction

Additional Client Reference

SGM (Ret.) John Ireland

Former Regional Engagement Division NCOIC Special Operations Command South irelandjh1@gmail.com (804) 503-0280

Charles Womack

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