



# THE INTELLIGENCE & SECURITY ACADEMY

## Company Profile

ISA is a Virginia-based, **SBA 8(a) certified** small business and is a proud **V3-certified, Veteran-Owned Small Business**, with one in three ISA employees having served in the U.S. military. Additionally, ISA holds a **General Services Administration (GSA) Professional Services Schedule (PSS)** contract to easily and efficiently provide services to a wide variety of federal, state, and local government agencies. We are an innovative provider of training and consulting services in Intelligence and National Security and specialize in delivering strategic consulting services to federal clients. For over two decades, ISA has been a leading provider of comprehensive education and training in intelligence, analysis, budget, and policy across a range of national security issues.

## Doing Business with the Government (1-Day)

### Course Description

Doing Business with the Government 1-Day course focuses on the relationship between the government and its vendors. It provides government contractors with an introductory understanding of how the government works to align its requirements for personnel, equipment, facilities, resources, and services with the financial resources needed to fund these requirements. This course introduces contractors to government contracting basics and the processes the government uses that lead to contracting opportunities. Through this course, students will become familiar with the way the government identifies a business need, review primary documentation used in the contracting process, and will identify roles and responsibilities of key players working within this process. Having this foundation gives those new to the world of government contracting a jump-start to understanding the way the government acquires its goods and services.

### Course Topics

- Identifying a Business Need
- Introduction to the Defense Acquisition System
- Key Documents in Requirements
- Contract Management Roles
- Contracting Documentation
- Overview of the Legal Structure
- Contract Life Cycle
- System for Award Management

### Target Audience

The target audience for this course are people who are new to supporting and/or working with government contracts in the intelligence community and other agencies, as well as those with experience but seeking a review of the government contracting process.

To schedule your organization's next training, or for any questions about ISA's education and training program, contact us at:

learn@isallc.net | 703.567.7757 | 2900 South Quincy Street, Suite 320, Arlington, VA 22206

Visit us on our website: [www.isallc.net](http://www.isallc.net)

# Capability Statement



## Education & Training



THE INTELLIGENCE &  
SECURITY ACADEMY

### Educational Approach

ISA believes in a blended approach to education. Depending on the type of training, we vary teaching techniques, including podium presentations by subject matter experts, featured guest speakers, in-class exercises, case studies with student presentations and discussions, and the use of other media that allow students to apply their knowledge in real time.

### Tailoring Your Course

If ISA does not have an existing course or set of modules that meets a client's needs, we will design and develop the necessary training. The flexibility of ISA's curriculum allows us to precisely serve each of our clients. ISA achieves this customization through consultations with the clients so that we are certain that we understand the desired learning objectives and meet those requirements.

### Course Portfolio

#### ANALYSIS & CRITICAL THINKING

- 📄 Analyst Training: Writing, Analysis & Preparing Briefings
- 📄 Critical Thinking

#### INTELLIGENCE

- 📄 History of U.S. Intelligence
- 📄 Intelligence and the Law
- 📄 Intelligence Collection
- 📄 Intelligence Community 101 (IC 101)
- 📄 Intelligence Community (IC): An Introduction
- 📄 Intelligence Community (IC): Advanced Seminar
- 📄 Intelligence Process
- 📄 Intelligence Resource Management
- 📄 Spectral Imaging for Intelligence Analysis

#### REGIONAL SEMINARS

- 🏠 Regional Seminars (Eastern Europe, Middle East, Indo-Pacific)

### Flexible Delivery Options

ISA understands that the need to respond to concerns about social distancing requires an adaptive approach to delivering training and education. ISA has prepared itself through years of experience delivering courses in both live and virtual environments. In addition, ISA will tailor curricula to suit each client's preferred delivery method – live, virtual or hybrid approaches to match any course or scenario.

#### CONGRESS & NATIONAL SECURITY

- 📄 Congress and National Security

#### CYBER

- 📄 Cyber Security: Risk and Mitigation
- 📄 Open Source Intelligence (OSINT)

#### POLICY

- 📄 National Security Policy Process
- 📄 The National Security Policy Seminar

#### DEPARTMENT OF DEFENSE

- ★ Department of Defense 101 (DOD 101)
- ★ Defense Strategic Planning and Processes

#### GOVERNMENT PROCESS INSIGHTS

- 🏠 Doing Business With the Government
- 🏠 Fundamentals for Information Collection in the Background Investigation Process

### Workforce Success

*Because the quality of a workforce drives overall performance, the mission of ISA's Education and Training program is to increase the workforce competence of ISA's clients by enhancing analytic thinking and communication skills, technical expertise and leadership ability at all levels of the Defense and Intelligence communities. ISA prides itself on providing foundational support to its clients by developing and unleashing talent capable of meeting difficult challenges in a constantly changing environment.*