Aerocore
CONSULTING

Capability statement

Management and business consulting, with a specialty in federal, state, and local contracts.

COMPANY DATA

LEGAL NAME
Calvin W. Hunt, doing business as Aerocore Consulting

ENTITY TYPE
Sole proprietorship, founded 2019

UEI
CHTEZB7VNEJ5

CAGE
15GZ1

SAM.GOV STATUS
In renewal

EMAIL
info@aerocoreconsulting.com

LOCATION
Nashville, Tennessee

NAICS
541611 (primary), 541618, 541612, 541614, 541690, 541990, 611430, 561110

PSC
R408, R410, R499, R706, R707, R799

CERTIFICATIONS
CMC; Lean Six Sigma Black Belt (ICBB); CIPM; CICM; AWS Certified Cloud Practitioner

COMPANY OVERVIEW

Aerocore Consulting is a management and business consulting firm. We help companies make sharper decisions on strategy, operations, and growth. Our specialty is government contracting: winning and delivering federal, state, and local contracts, led by a former government evaluator who knows how proposals are scored and how awards are decided. At the core of every decision.

CORE COMPETENCIES

- Capture and proposal support: capture management, proposal management and writing, and independent color team and red team reviews
- Source selection insight: evaluation preparation grounded in how government evaluators score strengths, weaknesses, and discriminators
- Acquisition and contract support: market research, requirements development, cost and price analysis, and contract administration
- Program and project management: PMO support, schedule and risk tracking, performance reporting, and program reviews
- Management consulting and compliance: operational reviews, process improvement, CPSR readiness, and FAR compliance checks

DIFFERENTIATORS

- Led by a former government source-selection evaluator. Aerocore knows how proposals are scored because its principal has scored them, on the government side of source selection.
- A record of client results: $45M+ in federal contract awards won for clients, a $250M+ acquisition portfolio governed, and $3.8M recovered.
- Senior operator leadership: Senior Contracts and Procurement Officer, U.S. Department of the Navy; Program Manager, U.S. Department of War; Operations Manager, U.S. Department of Defense. Wharton MBA.

PAST PERFORMANCE

Client type	Work	Value	Period
Federal contractor clients	Capture and proposal support	$45M+ in awards won	2019 to present
Client engagements	Operations and margin improvement	~18% average margin lift	2019 to present
Prime contractor programs	Program delivery support	99.4% on-time delivery	2019 to present

Past performance detail is available on request, subject to client permission.