

Differentiators

- ✓ **Trusted Partner:** Repeat business with agencies, foundations, and non-profits.
- ✓ **Sector Experts:** Experience in education, health, social services, and government.
- ✓ **Actionable Next Steps:** Clients implemented changes informed by our evaluations and needs assessments.
- ✓ **Expert Facilitation:** Skills to elicit candid and productive insights from a variety of participant voices.
- ✓ **Quality Project Management:** Leadership from a Certified Project Management Professional (PMP).
- ✓ **Solid Analysis:** Results tallied by field experts with technical skills for qualitative and quantitative analysis

DUNS

070781169

Contact

Calista H. Smith, President
Scale Strategic Solutions
PO Box 40105
Cincinnati, OH 45240
513-897-8173 office
513-252-8129 cell
chs@scalestrategicsolutions.com
www.scalestrategicsolutions.com

Capability Statement

Scale Strategic Solutions transforms data into meaningful actions. Since 2011, we have helped more than 50 organizations achieve their vision and execute their strategies.

Core Competencies

Training, Learning, & Development

- Instructional Design and Delivery
- E-Learning Design, Development, and Hosting
- Expertise: Management and Leadership Development; Interpersonal Skill Building; Trauma-Informed Approaches; Data Sharing and Tech Implementation; and Diversity, Equity, & Inclusion/ Success for All

Program Evaluation & Research

- Grant Portfolio Evaluations
- Landscape Analyses
- Data Collection: Surveys, Interviews, Focus Groups, and Observation
- Quantitative and Qualitative Analysis
- Dissemination of Findings for Practice and Public Policy

Strategic Planning & Needs Assessment

- Action-oriented Strategic Planning for Nonprofits
- Community Health Needs Assessment

Capacity Building & Implementation

- Practice and Policy Implementation Coaching
- Project Management
- Career Pathways and Postsecondary Education Success Plan Implementation
- Business and Functional Requirements Development for Technology Change
- Quality Assurance Testing
- Process and Systems Implementation Training

Engagement & Facilitation

- Board and Working Group Facilitation and Retreats
- Community Engagement and Citizen Visioning
- Focus Groups and Town Halls

NAICS Codes

- 541720: Research in Social Sciences and Humanities
- 541512: Computer Systems Design Services
- 611430: Professional and Management Development Training
- 611710: Educational Support Services

Certifications

- Federal WOSB
- Ohio MBE/EDGE/WBE
- WBENC WBE
- City of Cincinnati SBE/MWBE

Past Performance

Massachusetts Association of Community Colleges, Noncredit Mobility Implementation, 2025-2026

Coaching and providing subject matter expertise to working groups of state agency and college representatives to inform strategy and implementation of economic mobility strategies. Collecting requirements and refining data dictionaries for state data collection of short-term non-credit workforce training in high demand areas such as health, IT, and manufacturing. Facilitating communication around shared strategies and programs.

Ohio Excels, Columbus New Skills Ready Network Project Management, 2021- 2026

Managing collaboration among Columbus City Schools, Columbus State Community College, The Ohio State University, the Columbus Partnership, the Ohio Department of Education and Workforce, and the Ohio Department of Higher Education to execute a coordinated strategy for rigorous career pathways, seamless transitions between education and work, and quality work-based learning. The project management services include leveraging and coordinating with national technical assistance, managing work group efforts and project plans, and facilitating leadership meetings. The Columbus New Skills Ready Network increased IT and healthcare pathway participation by 117% among economically disadvantaged students. A video overview of the initiative is found here: <https://youtu.be/VtVypxB2G6s>

Ohio Department of Behavioral Health, Access to Wellness Evaluation, 2024-2025

Evaluated the portfolio of sites coordinating recovery supports to meet the needs of Ohio adults with severe and persistent mental illness who are involved in various public agencies focused on aging, criminal justice, homelessness, or developmental disabilities. The mixed-methods study included process mapping, six-month self-report reviews, and case studies.

Briljent, Ohio Children's Trust Fund Youth Human Trafficking Prevention and Mandated Reporting eLearning Modules, 2023-2025

Sourced content and developed storyboards for two modules and designed all modules of the asynchronous training for facilitators of youth human trafficking prevention programs for the Ohio Children's Trust Fund in the Office of Children and Youth. Scale also developed eLearning units, including content on trauma-informed approaches, for identifying and reporting child maltreatment.

Vermont Department of Health, Health Equity Workforce Training Program, 2023-2024

Trained more than 100 behavioral and mental health workforce professionals to advance health equity, enhance the understanding of cultural intelligence in mental health and substance use disorder treatment, and to elevate community voice by identifying strategies to engage residents in the communities the participants serve. We utilized our eLearning course, in-person training, and live virtual training. Vermont saw a 22% decrease in opioid overdose deaths over the same period in which the health engagement and equity training was provided.

bi3, Butler County Health Needs Assessment, 2023

Examined a county's health infrastructure needs to direct resources for a regional hospital system and its foundation. [Our assessment](#) reviewed extant data to understand the community's health needs and conducted a qualitative study of interviews, community meetings, and focus groups. The needs assessment guided a request for proposal to direct more than \$1.25 million to organizations in the county.