



Capabilities

We are a self-certified, Small Disadvantaged Business (SDB) offering our services to private sector firms and to federal government agencies. Our commitment to exceeding our client's expectations and to delivering cost-effective results in a timely manner is our priority regardless of whether we are the prime contractor or a sub-contractor.

While Tiede, Valdés & Company, LLC (TIVALCO) began operations in 2007, each of our principals has over 20 years of experience in international commerce in addition to formal education in shipping and business administration. Their experience has been gained in companies ranging in size from small businesses to global corporations. They worked together as a successful team for 10 years prior to starting TIVALCO.

Throughout their careers, our principals have had the opportunity to travel at length in the US, Latin America and Europe. As a result, they have developed an international network of associates and subcontractors that expands the firm's geographic coverage beyond the United States' borders, matching the capabilities of larger firms.

The firm also counts on the contributions of young professionals, degreed in computer engineering and marketing. They bring to the group a fresh perspective and state-of-the-art software technology.

Together our team works towards one goal; to exceed our clients' expectations.

Management Consulting

TIVALCO's management consulting efforts are concentrated in the maritime, logistics and distribution segments. We provide advice, assistance and guidance to organizations' management in support of their administrative improvement and business development efforts. Example of engagements include: market research; acquisitions and establishment of new businesses, including "due diligence" review; supply chain partner search; tariff review and analysis; evaluation and implementation of procedures to improve internal controls and productivity; compliance auditing.

We are also capable of performing operational support services which may involve vessel husbandry services, cargo routing, procurement, container terminal and port operations, etc.

Training

TIVALCO offers training in subjects related to logistics and international commerce. Workshops are conducted in local colleges as non-academic, community education seminars or custom made to meet the needs of a particular organization.

Sample course offerings:

- Customer Service in B2B transactions
- INCOTERMS & the transportation chain
- Bill of Lading fundamentals
- The international trade model

Information Technology (IT)

Innovative IT solutions are critical for the success of any organization. We are able to manage projects from design through client training. Together with our clients, we define the business requirements, and then develop and implement cost-effective, Web-based applications. Our approach is to allow the business needs to drive the end-product's features and not to let them be dictated by technology. TIVALCO products are user friendly and aesthetically pleasing but we have found that "Bells and Whistles" do not contribute proportionately to our client's return-on-investment.

Services and projects include:

- Web based database applications
- Website design, including e-Commerce (shopping carts & merchant accounts)
- Programming languages
 - ✓ ASP.NET, VB, Perl, PHP, C++, C#
- Databases supported
 - ✓ MS SQL, MySQL, Access

In Miami-Dade County, FL only

- ✓ Installation and troubleshooting of wireless networks
- ✓ LAN cabling and hardware
- ✓ Computer upgrades and repairs
- ✓ Spyware & virus removal





WHO WE ARE

Tiede, Valdés & Company, LLC (TIVALCO) is a management consulting firm based in Miami, FL.

We are experienced professionals in the maritime transportation, third-party logistics, and distribution segments. Our specialty is projects involving trade within the Americas as well as between Northern Europe and the Americas. We have lived in and traveled extensively in these regions which allow us to conduct business in English, Spanish and German.

Our team's strength lies in our ability to combine years of experience together with the effective utilization of web-based commerce.

On every engagement we endeavor to deliver value to our clients. We do so in an honest and ethical manner.



<http://www.tivalco.com>

Main NAICS Codes:

- 488510 — Freight Transportation Arrangements
- 488999 — All Other Support Activities for Transportation
- 541511 — Custom Computer Programming Services
- 541611 — Administrative Management and General Management Consulting Services
- 541614 — Process, Physical Distribution, Logistics Consulting Services
- 541618 — Other Management Consulting Services
- 611430 — Professional and Management Training
- 926120 — Regulation and Administration of Transportation Programs

Procurement Classification Codes:

- D — Information Technology Services
- L — Technical Representative Services
- R — Professional, Administrative, and Management Support Services
- U — Educational & Training Services
- V — Transportation, Travel & Relocation

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