



## Capabilities

We offer 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) was founded in 2007, each of our principals has over 20 years of experience in international commerce in addition to formal education in shipping, economics, accounting, 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 extensively 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 we work 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" reviews; 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 cargo routing, procurement, vessel husbandry services, 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:

- The international trade model
- Bill of Lading fundamentals
- Leadership & Management
- Customer service in B2B transactions
- Math for international trade & shipping
- INCOTERMS 2010

## 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 avoid those "Bells and Whistles" that do not contribute proportionately to our client's return-on-investment.**

### Services and projects include:

- Websites & Web based database applications, including e-Commerce (shopping carts)
- Development of iPhone & iPad applications
- MS SharePoint 2007/2010 architecture, design, migration and customizations
- Operating systems supported:
  - ♦ Windows Server 2008, 2003, Linux
- Programming languages:
  - ♦ C#, VB, HTML, JavaScript, Perl, PHP, C++, Objective-C
- Databases supported:
  - ♦ MS SQL, MySQL, Access, SQLite





## 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 firm specializes in 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 allows 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:

- 488310 — Port & Harbor Operations
- 488510 — Freight Transportation Arrangements
- 488999 — All Other Support Activities for Transportation
- 541511 — Custom Computer Programming Services
- 541611 — Administrative Management and General Management Consulting
- 541614 — Process, Physical Distribution, and 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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