



POINT MANAGEMENT GROUP

Corporate Capabilities Packet **Point Management Group, LLC (PMG)** Offering Inclusive Business Support Solutions

**A recognized leader in
“Best Practices” for
small business inclusion
management by the
Federal Highway
Administration,
Department of Energy
and as “Small Business
of the Year” by the
Commonwealth of
Virginia.**



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Corporate Contact Information

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Corporate Capabilities Statement

Point Management Group, LLC (PMG) is an award-winning management consulting firm, recognized as a leader in innovative practices and management principles. Our emphasis is on small business and workforce development programs, utilizing best practices and business inclusion methodologies to affect success. With offices in Virginia, Texas, Maryland, North Carolina, Louisiana, and Illinois, PMG has the knowledge and experience to customize established business and management methodologies to exceed your goals in an effective and cost-sensitive manner.

Core Capabilities:

- Small Business Inclusion Management
- Business Support Services
- Policy
- Megaproject/Project Management

Statement of Capabilities

PMG provides results-driven management, business improvement, organizational planning, and policy consulting to:

1. Systematically analyze, define, and understand organizational performance gaps
2. Develop plans and empower personnel for improvements in human performance
3. Implement and execute effective interventions to close the performance gaps
4. Meet and exceed goal expectations incorporating systematic reporting for transparent practice

Why PMG

- **PMG bridges the gap between government and corporate entities with a proven track record of success.**
- **PMG possesses specific, not idyllic industry knowledge with our team of recognized subject matter experts ready to hit the ground running.**
- **We take it one step further, lowering your associated project risk while increasing your potential on project returns.**

Our Staff:

PMG's team possesses significant expertise in managing large scale (Mega) infrastructure, construction and energy projects and small business inclusion programs. Our focus is first on understanding your specific needs and pain points. We then pull from available resources, such as subject matter experts and best practices, to develop an innovative solution that will ensure your success.



PMG is comprised of highly skilled professionals with experience and educational backgrounds in Economics, Architecture, Engineering, Public Administration, Financial Management, Accounting, Business Administration, Information Technology, Education, Marketing and Communications, and Law.

PMG’s President and Owner, Dr. Wendell Point, possesses over twenty – seven years’ experience in the private and public sectors in the capacities of Budget and Finance Director for the Virginia Department of Transportation, DBE Program Manager, Senior Consultant, Legislative Analyst, Policy Analyst, EEO Consultant, Auditor, Financial Information Systems Project Manager, and Corporate Trainer.

Recognition:

- A Leader in Small Business Inclusion Management.
 - DBE/MBE Program Manager – Maryland Purple Line Transit Project
 - DBE/SWaM Program Manager – Virginia 95 Express Lanes
 - DBE/SWaM Program Manager – Northern Virginia Mega Project
 - DBE/SWaM Program Manager – Coalfield Expressway/Route 460 Mega Project
 - Small Business Program Manager – City of Virginia Beach
- Recognized by FHWA, Department of Commerce and US Department of Energy for “Best Practices” in Workforce and Small Business Program Management.
 - Southwest Louisiana Strategic Partnership Supplier Diversity Consultant – U.S. Department of Energy
- Recognized by the Commonwealth of Virginia as “Contractor of the Year – 2014.”
 - Increased small business participation and capacity building. Exceeded DBE/SWaM goals by \$34 Million

Certifications:

Point Management Group, LLC is certified as a Disadvantaged Business Enterprise (DBE) in Virginia, Washington DC, Maryland, Texas, North Carolina, Indiana, Illinois, Louisiana, Pennsylvania, and Alabama. We are also Virginia Small/Minority Business (SWAM), SBA Small Disadvantaged Business, North Carolina Historically Underutilized Business, and Alabama Small/Minority Business certified. As such, we have successfully completed a number of engagements for private, local, state, and federal clients.

North American Industry Classification System (NAICS):

| NIGP | Description |
|-------------|---|
| 91800 | Consulting Services |
| 91804 | Accounting/Auditing/Budget Consulting |
| 91820 | Business Consulting, Small |
| 91827 | Community Development Consulting |
| 91835 | Disadvantaged Business Enterprise (DBE) and Historically Underutilized Business |
| 91849 | Finance/Economics Consulting |
| 91858 | Government Consulting |
| 91875 | Management Consulting |
| 91879 | Minority and Small Business Consulting |
| 91883 | Organizational Development Consulting |
| 95277 | Research And Evaluation, Human Services (Including Productivity Audits) |



State Engagements and Findings:

Virginia:

Virginia Department of Health, Division of Prevention and Health Promotion – Office of Family Health Services, Evaluator. Developing logic models for each of the DB14-1422PH 14 program components.

Virginia, Fluor-Lane, 95 Express Lanes DBE/SWaM Program Management. Provide small business advocacy/outreach services to meet and/or exceed Disadvantaged Business Enterprise (DBE) Program and Small, Women-Owned, and Minority-Owned (SWAM) participation goals.

Virginia, AECOM, Coalfield Expressway/Route 460 General Engineering Consulting (GEC) Team Small Business Program Management. Providing small business advocacy/outreach services to meet and/or exceed Disadvantaged Business Enterprise (DBE) Program and Small, Women-Owned, and Minority-Owned (SWAM) participation goals for the Coalfields Expressway and Route 460.

Virginia Office of the State Inspector General. Providing legislative and agency directed auditing and business process re-engineering services to Internal Audit Divisions, External/Construction Audit Divisions, Investigation or Investigative Divisions, state offices, and local offices.

Virginia Department of General Services, Division of Engineering and Buildings (DEB). Providing non-professional construction related services to Virginia institutions of higher learning and state agencies.

Virginia Department of General Services, Division of Purchases and Supply. Providing resources and services to identify and assist with Small Woman-owned and Minority-owned (SWAM) certification and registration of uncertified small businesses eligible to compete in the procurement process of the Commonwealth for goods, construction, and non-professional services for the Commonwealth of Virginia's state agencies and other public bodies.

Virginia Mega Projects General Engineering Consulting (GEC) Team. Provided small business advocacy/outreach services to meet and/or exceed Disadvantaged Business Enterprise (DBE) Program and Small, Women-Owned, and Minority-Owned (SWAM) participation goals for the I-495 HOT Lanes, Dulles Metro Rail, I-95 HOV/HOT Lanes, I-95 South Widening, and Fairfax County Parkway BRAC projects (phases 1 – 4).

Virginia Department of Transportation, Business Opportunity Workforce Development Center. Provided training and direct business development supportive services to certified small business participating in the Disadvantaged Business Enterprise (DBE) Program.

Virginia Information Technology Agency (VITA), Supplier Managed Staff Augmentation. Acted as a Tier I supplier of contract staff to fulfill state agency requirements from twenty-two work categories to address their needs.

Virginia Department of Rail and Public Transportation. Performed a compliance and internal control audit of ten grant agreements between the Virginia Department of Rail and Public Transportation (DRPT) and Winchester Transit over the past five years.

Virginia Department of Transportation (VDOT), Cash Management Action Plan Development. Worked directly with the Chief Financial Officer to re-engineer financial, project programming, and contract management procedures, processes, and policies, as well as being responsible for documenting agency-wide policies and procedures relative to budget development, project planning, project programming, financial reporting, contract execution, and project management.



Skanska USA Building, Inc. - Roanoke Airports Revamp Projects Compliance Management

Providing certified payroll and Davis Bacon compliance reviews and reports for the Passenger Boarding Bridges Site-work and Electrical for Gates 2-6 project and Terminal Ramp Repairs project.

Transform I-66 GEC – DBE Program Leadership Serving as the owner’s representative DBE Program Lead for the \$2 Billion “Inside the Beltway” and “Outside the Beltway” megaprojects.

North Carolina:

North Carolina Department of Transportation, Small Business Capacity Enhancement. Providing regional infrastructure baseline data for direct small business assessments and prime contractor small business needs assessments.

North Carolina Department of Transportation, Cash Management. Developed cash management processes, procedures, and reports for executive management. Also developed short-term cash forecasts, data warehouse user business requirements, and change management activities for end-users ranging from an analyst to an executive.

North Carolina General Assembly, North Carolina Department of Transportation Performance Review. Researched the performance of the North Carolina Department of Transportation’s preconstruction functions to include Utility and Right of Way laws and directives, employee retention, and budget versus actual costs.

Texas:

San Antonio, Texas, HBG Convention Center Expansion - Zachry Corporation, S/M/WBE Program Management. Providing daily administration, implementation, and compliance of the S/M/WBE Program under 49CFR26.

Houston TX Metro Light Rail Project DBE/MWBE Program Management. Provided daily administration, implementation, and compliance of the DBE Program under 49CFR26.

Austin, Texas State Highway 130 Toll Project, DBE/HUB Program Management. Was responsible for establishing, implementing, monitoring, and reporting of the DBE program in accordance with USDOT Cod of Federal Regulations.

Maryland:

Maryland Purple Line Partner – DBE/MBE Program Manager. Responsible for daily operation of the Purple Line Transit Partners \$450 Million DBE/MBE program in conjunction with local, state and federal guidelines.

Kentucky:

Kentucky Transportation Cabinet, Organizational Review. Interviewed central office and district staff as well as conducted research to identify best practices regarding the Disadvantaged Business Enterprise (DBE) Program’s compliance activities and preconstruction management based on the experiences of other state departments of transportation and applicable laws.

Alabama:

Alabama State University, Construction/Project Management. Provided construction management, estimating, bookkeeping, and financial management services for the construction of a \$27 million Micro-Biology building.



Oregon:

Oregon Department of Transportation (ODOT), Financial Markets Research. Conducted nationwide and Oregon specific research and analysis related to Architectural and Engineering (A&E) Consultant contracting.

Louisiana:

Louisiana Department of Transportation and Development, Communication and Process Improvement Review. Conducted comprehensive statewide organizational and process review.

Colorado:

Colorado Department of Transportation, Information Systems Inventory. Researched management information systems experiences of various state departments of transportation. Identified best practices for documenting software and hardware inventory.

Federal Engagements and Findings:

Department of Energy, Office of Minority and Business Development. Providing Supplier Diversity Consultant services to the Lake Charles, Louisiana megaprojects totaling over \$100 Billion. Developing small business inclusion plan and coordinating daily business supportive services activities.

United States Department of Agriculture (USDA) Graduate School, Training. Provided graduate level training in the areas of Information Technology Management and Team-building. Developed curriculum.

Austin, Texas, Defense Security Service (DSS), Industrial Security Representative/Special Agent. Recruited SMWBE firms to participate in the Department of Defense's, Small Business Innovation & Research Program (SBIR).

FHWA, Office of Real Estate Services, Interagency Interviews and Workshop. Conducted nationwide telephone and mail interviews with real estate acquisition representatives from various federal agencies.

Federal Lands Highway Division, Customer Satisfaction Surveys. Conducted telephone and mail interviews with selected FLH staff to understand business requirements underlying the two Customer Satisfaction Surveys (Project Development and Completed Construction) regarding the intent of the surveys to measure in order to help identify potential areas for improvement.

FHWA, Office of Real Estate Services, Uniform Act Certification Market Needs Assessment. Conducted a nationwide assessment of the market need for a Uniform Act Certification for Right of Way professionals.

FHWA, Western Federal Lands Highway (WFL): Project Delivery Organizational Improvement. Evaluated the Western Federal Lands Highway Division's project manager structure and practices to identify needs and opportunities for improvement.