

CAPABILITY STATEMENT



CLEAR POINT GROUP IS:

- a management consulting firm (serving NAICS codes 541611 thru 541618 and 541512)
- a service-disabled veteran-owned small business (SDVOSB)
- 8(a) and SDB-certified by the U.S. Small Business Administration (exp. 9/25/16)
- a GSA MOBIS contract holder (GS-10F-0242R)
- CCR-registered (CAGE Code 35JF9)
- staffed with security clearance holders (including Top Secret/SCI)

Industry and government leaders turn to Clear Point Group to help navigate in turbulent waters. We are a full-service management consulting firm—differentiated by experience (averaging 20+ years per consultant), focus, and innovation.

We help clients manage change—both positive and negative—solving challenges, saving money, and advancing their careers. Clear Point Group brings “focused solutions to action.”

TOOLS AT OUR DISPOSAL

- Benchmarking
- Executive Interviews
- Budget Analysis
- Process Flow & Design
- Risk Management
- Staffing Analysis
- Gap Analysis
- Market Research
- Organization Design
- Lean and Six Sigma
- Scenario Planning
- Competitive Analysis

AREAS OF EXPERTISE

- Environmental Mgmt.
- Clean Technology
- Organization Effectiveness
- Risk Management
- Succession Planning
- Operational Efficiency
- Healthcare Management
- Technology Development
- Business Research
- Quality & Lean Six Sigma
- Financial Management
- Audits & Compliance
- Customer Service
- Human Capital Management
- Budgeting & Cost Mgmt.
- Marketing
- Supply Chain & Logistics
- Sustainability
- Production Management
- Health & Safety
- Nuclear Engineering
- Information Security

Our seasoned consultants bring technical knowledge, diverse business experience, integrity, and the willingness to go “above and beyond” in servicing our customers. Let us guide you through the turbulent waters of today’s operational complexities.



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AREAS OF EXPERTISE



FOCUS › SOLUTIONS › ACTION

Clear Point Group helps clients identify and focus in on challenges, develop creative solutions, and see them through to action and results.

Today's work environment is like navigating a set of class 5 rapids—demanding effective cost management, efficiency, compliance, security, and ethics. Government and industry leaders turn to Clear Point Group to help them safely navigate these turbulent waters.

Our consultants average more than 20 years of experience, bringing broad and deep perspectives to the table. Our insight ensures fresh and innovative solutions—ones that are creative, actionable, and sure to bring lasting results.

Clear Point Group is distinguished by its technical expertise, business mindset, ethical and methodical approach, exceptional customer service, and measurable performance.

DESIGNATIONS

- **Service-Disabled Veteran-Owned Small Business**
- **SBA 8(a) and SDB-certified**
- **GSA MOBIS (contract GS-10F-0242R)**
- **Security clearances (up to TOP SECRET/SCI)**

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AREAS OF EXPERTISE



COST MANAGEMENT AND BUDGET ANALYSIS

Managing costs starts with a strategy that clearly lays out the organization's objectives. We gather performance improvement insights, then "operationalize" them, building the appropriate structure, staffing, roles & responsibilities, and processes to meet the organization's objectives and cost containment goals.

CUSTOMER SERVICE

True success is only measured in the eye of the customer. Satisfaction measurement, listening post design, and organization interfaces lay the groundwork for exceptional performance. Tie-ins to the Balanced Scorecard and other measurement tools give leaders a clear picture of organizational health and performance.

RISK MANAGEMENT

We bring risk management tools to the entire enterprise. Our consultants hone in on those processes of greatest risk (and benefit) to the organization. Particular emphasis is placed on regulatory compliance and process efficiency, as well as environmental, health, safety, financial, and personnel management.

ENVIRONMENTAL SUSTAINABILITY

Clear Point Group understands the importance of preserving our resources and minimizing our collective impact on the environment. Our clients are better prepared to recognize and act appropriately with regard to energy, water, air, and natural resource consumption and impact. Building design, component selection, and sustainability policies are just a few examples of ways to maximize the positive impact we can have on our community and environment.

AREAS OF EXPERTISE

HEALTHCARE MANAGEMENT

Clear Point Group consultants have more than 100 years of combined experience in managing and optimizing healthcare systems and operations. Our capabilities run the gamut from process quality and efficiency, to marketing expertise and manufacturing quality and safety. Client benefits range from high-level policy and strategic planning, down to detailed cost modeling and market analysis.

OPERATIONAL EFFICIENCY

Our experts have deep experience with the complexities of government and business budgeting, planning, and performance measurement. We assist clients in maximizing appropriations, optimizing limited resources, and delivering exceptional performance for the public. Six Sigma and Lean principles drive many of our efficiency initiatives.

SERVICE TO THE CUSTOMER & TAXPAYER

While a comprehensive customer service strategy is important, true success usually lies in the execution of that strategy. Clear Point Group's market research captures input and feedback from those we serve — then folds that insight into systems that enable quick response, monitor performance, and achieve continuous improvement.

PERSONNEL MANAGEMENT

Clear Point Group recognizes that the first step in organizational success is effective personnel management. We can forecast hiring needs, build effective recruiting systems, help to retain a talented workforce, and redeploy human capital as needed to ensure lasting organizational success on this important dimension.



SAMPLE PROJECTS



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SAMPLE ENGAGEMENTS

- Government market analysis and planning
- Customer and competitor case studies
- Supply chain alliances and efficiency
- Order management systems
- Customer and employee satisfaction surveys
- Organization design, structure, staffing, process flow
- Occupational health program evaluation
- Nuclear plant operator training evaluation
- Plant maintenance and overhaul performance review
- Hospital patient flow and decision mapping
- Literature and policy reviews
- Energy conservation and alternative energy options
- Recruiting, staffing, and employee diversity

TOOLS AT OUR DISPOSAL

- | | |
|-------------------------|-----------------------|
| • Benchmarking | • Data & Gap Analysis |
| • Executive Interviews | • Market Research |
| • Budget Analysis | • Organization Design |
| • Process Analysis | • Web Surveys |
| • SWOT | • Strategic Planning |
| • Cost/Benefit Analysis | • Case Studies |



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SAMPLE PROJECTS



FOCUS › SOLUTIONS › ACTION

Clear Point Group helps clients identify and focus in on challenges, develop creative solutions, and see them through to action and results.

Clear Point Group is a trusted advisor to industry and government leaders. Our consultants—with an average of 20+ years experience—bring broad and deep perspectives to the table. Our insight ensures fresh and innovative solutions—ones that are creative, actionable, and sure to bring lasting results.

Here is a sampling of some of the areas of expertise and sample engagements led by the principals at Clear Point Group:

GENERAL MANAGEMENT

- **Merger/acquisition integration**

Developed systems for deal preparations, integration planning, personnel organization and selection, stakeholder communications, and technologies supporting swift and effective integration of combined operations.

- **Technology licensing**

Advised clients on technology licensing processes, from discovery to evaluation to deal making to exploitation. Evaluated head count, tracking systems, stakeholder involvement, and structures to ensure clients stay ahead of the competition.

- **Government IT budget analysis**

Decoded and crystalized the DoD IT budget, identifying future program equipment needs and future market opportunities. Trained client on the Federal budget and acquisition process.



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HUMAN CAPITAL MANAGEMENT

- **Defense contractor staffing**

Enhanced recruiting and staffing systems. Identified improvement opportunities in time-to-fill, cost-to-hire, candidate/new-hire quality, diversity program compliance, ethics, and security clearance management.

- **Employee performance development**

Evaluated and advised on employee performance development programs, including: recruiting and selection, new hire orientation, continuing training (OJT, CBT, classroom, etc.), performance reviews, coaching and mentoring, and other essential development efforts.

- **Business unit organization**

Reviewed the current organizational structure and benchmarked alternatives. Identified necessary roles and responsibilities, and a new, streamlined structure for a unit spinout. Enabled senior management to optimize international operations and reduce staff size by 20 percent.

VENDORS AND THE SUPPLY CHAIN

- **Vendor partnerships**

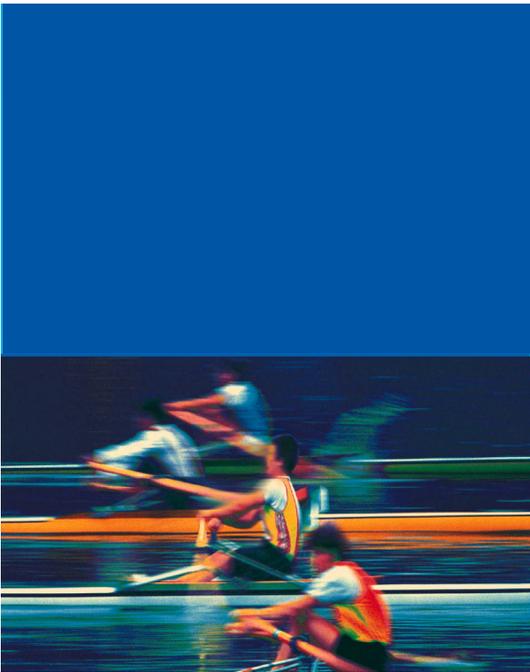
Analyzed the performance of companies as they built relationships throughout the “value chain” (from your suppliers’ suppliers through your customers’ customers). Advised on vendor selection, vendor certification systems, inter-company process integration, relationship management, supporting technology, performance measurement and management, and reward systems.

- **Order management**

Consulted on configuration and order management systems in support of complex equipment, including sales and design engineering interaction and rules-based expert systems to speed ordering, eliminate errors, and markedly reduce costs.

- **Supply chain management**

Researched supply chain management systems in support of vendor relations and related technologies. Determined and advised on world-class performance measures and standards—as well as processes, programs, and systems designed to maximize margins, speed delivery, and maximize customer satisfaction.



MARKETING

- **Key Opinion Leaders & Advisory Boards**

Created and implemented a tracking and ranking process to identify the most influential and productive KOLs to focus the client's marketing efforts and enhance future sales. Used advisory boards beyond the traditional product pre-launch stages, taking advantage of board member expertise and value throughout the product lifecycle.

- **Software Product Rollout**

Advised clients in the rollout of software applications. Established processes to embed the tool within existing systems. Created pilot rollouts, monitored use, determined measures of success and ROI, and executed wide-scale rollout.

- **New product marketing**

Uncovered the lessons learned from successful (and disastrous) product launches. Identified the key drivers necessary to ensure product adoption. Identified the key influencers that accelerate market transformation and maximize revenues.

- **Government agency marketing**

Built our client's understanding of the federal procurement and budgeting process. Identified decision makers, influencers, timing, and options to capture and build market share. Led to adjustments in billion dollar resource allocation decisions on R&D, marketing, and sales investments.

- **Web-based marketing**

Designed web-based marketing systems and campaigns. Identified, selected, and managed key vendors. Oversaw website design, community forums, advertising, and customer service of web-based business. Developed online product catalogs, sales and distribution channels, and related sales efforts.

- **Customer experience analysis**

Identified the treasury management service experience for small business customers. Compared account setup times for ACH, lockbox, automated reconciliation, and online banking. Set benchmarks for improved customer experience.



Clear Point Group creates solutions custom tailored to your needs. We apply our decades of industry experience and deep subject knowledge to develop solutions with substantial impact.

QUALITY, SAFETY, AND FACILITY PERFORMANCE

- **Health and safety department organization**

Evaluated structure, head count, roles and responsibilities, and procedures of our client's health and safety organization. Identified methods to reduce workload, improve morale and retention, and increase ownership among all employees.

- **Plant operational structure optimization** –

Analyzed the staffing levels and roles/responsibilities of a nuclear power plant facility. Identified mechanism to reduce staffing requirements by 20%, while enhancing safety, quality, cleanliness, and operability.

- **Manufacturing performance & efficiency**

Identified metrics and processes that drive exceptional performance, including: conversion costs, headcount, quality control productivity, overtime, capacity utilization, maintenance costs, automation, inventory turns, cycle time, on-time delivery, and lead times.

- **Health and safety compliance program review**

Audited the occupational health program for a 2,000-person nuclear training and research facility. Systematized regulatory compliance and performance.

- **Nuclear plant operator training evaluation**

Monitored training programs for nuclear plant operators, including program structure and execution. Evaluated classroom training, apprentice programs, and casualty exercises.

- **Plant maintenance and overhaul performance**

Reviewed records and regulatory compliance of preventive and corrective maintenance. Developed a “zero defect” mindset in maintenance performance.

- **Development of maintenance procedures**

Acted as a reference and liaison between plant defense contractors and plant maintenance personnel in the development of preventive maintenance plans and procedures for plant equipment.



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Pricing Plan

MOBIS SIN	Skill Category	Commercial Labor Rates (Loaded)		Government Discount % Offered	Price Offered to the Government Labor Rates (Loaded)	
		On Site/Off Site			On Site/Off Site	
874-1	Project Manager (partner)	\$346.50/hour	\$346.50/hour	20%	\$277.20/hour	\$277.20/hour
874-1	Lead Consultant	\$288.75/hour	\$288.75/hour	20%	\$231.00/hour	\$231.00/hour
874-1	Consultant/Researcher	\$173.25/hour	\$173.25/hour	10%	\$155.93/hour	\$155.93/hour
874-1RC	Project Manager (partner)	\$346.50/hour	\$346.50/hour	20%	\$277.20/hour	\$277.20/hour
874-1RC	Lead Consultant	\$288.75/hour	\$288.75/hour	20%	\$231.00/hour	\$231.00/hour
874-1RC	Consultant/Researcher	\$173.25/hour	\$173.25/hour	10%	\$155.93/hour	\$155.93/hour
874-7	Project Manager (partner)	\$346.50/hour	\$346.50/hour	20%	\$277.20/hour	\$277.20/hour
874-7	Lead Consultant	\$288.75/hour	\$288.75/hour	20%	\$231.00/hour	\$231.00/hour
874-7	Consultant/Researcher	\$173.25/hour	\$173.25/hour	10%	\$155.93/hour	\$155.93/hour
874-7RC	Project Manager (partner)	\$346.50/hour	\$346.50/hour	20%	\$277.20/hour	\$277.20/hour
874-7RC	Lead Consultant	\$288.75/hour	\$288.75/hour	20%	\$231.00/hour	\$231.00/hour
874-7RC	Consultant/Researcher	\$173.25/hour	\$173.25/hour	10%	\$155.93/hour	\$155.93/hour

Skill Category/Position Descriptions:

Project Manager (partner) – The minimum training for a project manager includes a two-week new-hire orientation on the processes, controls, and policies of the company. Periodic on-the-job training may also be appropriate, given the peculiarities of the engagement at hand. Certifications of professional achievement (management consulting, financial management, topic specialty, etc.) are encouraged but not required. Generally, project managers must have post-graduate level education (MS, MA, ME, MBA, or PhD, for example) and are Project Management Professionals (PMP-certified by the Project Management Institute). Ultimately, there is no substitute for experience, and the partners at Clear Point Strategies have scores, if not hundreds, of large and small consulting engagements under their belt. 15 years of experience is required.

Lead Consultant – The minimum training for a lead consultant includes a two-week new-hire orientation on the processes, controls, and policies of the company. Periodic on-the-job training is conducted by project managers when possible, given the peculiarities of the engagement at hand. Certifications of professional achievement (management consulting, financial management, topic specialty, etc.) are encouraged but not required. Generally, lead consultants must have an accredited four-year degree. Lead consultants are usually promoted into such a position, building upon years of proven experience within the company on a variety of engagements. 10 years of prior industry experience (or experience in an industry using the same skills as needed by the company) is required.

Consultant/Researcher – The minimum training for a consultant or researcher includes a two-week new-hire orientation on the processes, controls, and policies of the company. Periodic on-the-job training is conducted by project managers, as well as ongoing training to ensure adequate development by the employee. Progress toward certifications of professional achievement (management consulting, financial management, topic specialty, etc.) is encouraged. Generally, consultants and researchers must have an accredited four-year degree. Consultants and researchers are usually hired into such a position. 5 years of prior industry experience (or experience in an industry using the same skills as needed by the company) is required.

Note: For contracts, task orders, and blanket purchase orders in excess of \$1,000,000, additional discounts can be offered to the Government.