



EXPERT BUSINESS DEVELOPMENT, CONSULTING, & MARKETING SERVICES

— ABOUT US

36+ YEARS OF EXPERIENCE & TOP-NOTCH SERVICE

The Randall Group's team of professionals assist businesses with the development and implementation of appropriate and effective substantive strategies that can move their company forward. We offer the highest level of professional guidance, a great deal of persistence, and real results. The results-oriented business development, consulting, marketing, and training services create solid business strategies & techniques which translate into an increased customer base and an improved bottom line for businesses of all sizes.

Our specialty is federal and state certifications, business assessments, creation of strategic mentor-protégé & joint ventures, as well as contract management services. We also provide extensive capture management services, which includes market research that will identify market segmentation, a firm's market environment, and effective strategies and techniques for operating within various government sectors in order to obtain federal and state contracts.

NAICS CODES



541613 - 541618 - 541611 - 541690
541990 - 561311 - 561410 - 561499
611430



Unique Entity ID: J2CPMEDJCK85
CAGE CODE: 6KW67



THE RANDALL GROUP

LET'S DISCUSS YOUR NEEDS!

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Office: (410) 652-6192

HELPING SMALL BUSINESSES NAVIGATE THE COMPLICATED WATERS OF GOVERNMENT PROCUREMENT



OUR SERVICES & TRAININGS

EXPERT CONSULTING SERVICES:

One-on-One / Executive Team / Marketing Team

FEDERAL & STATE CERTIFICATIONS & MARKETING TRAINING WORKSHOPS:

- 8(a), Hubzone, Veteran & WOSB & EDWOSB
- Effectively Marketing to the Federal Government & Commercial Sector
- How to create a Marketing Plan or Business Plan
- SBA Surety Bond Program
- How to create an SBA Mentor Protege, Contractor Teaming Arrangement, Joint Venture Relationship

FEDERAL & STATE CERTIFICATION SERVICES:

- 8(a), HubZone, CBE/MBE/DBE/ WBE/ ACDBE/VSBE
- Two-Year in Business Waiver Statements
- Preponderance of Evidence Statements

GENERAL PACKAGING SERVICES:

- GSA Schedule Assistance
- Mentor Protege Package
- Joint Venture Package
- Marketing Plan Creation
- Business Plan Creation & SBA's 1010c
- SBA Change of Ownership
- Loan Packaging Assistance
- 8(a) Annual Review Services

CONTRACT MANAGEMENT SERVICES:

- Review and Creation of Non-Disclosure, Subcontracts, CTAs, Consulting, and Teaming Agreements, Joint Ventures, Mentor Protege, etc.
- Act as Contractual Liaison

DIRECT HIRE SERVICES:

- Talent Acquisition
- Tailored Recruiting Solutions

MARKETING & BRANDING SERVICES:

- High-Def Solution Design &
- Graphics Capability Statements & Company Overviews
- Digital Messaging & Social Media Management

WEBSITE DESIGN & DEVELOPMENT:

- Attractive Design & Message Alignment
- Responsive Web Design
- Accessibility & 508 Compliance



Contract Management Services

Let us be your
"Director of Contracts"

Fixed Monthly Fee:

- *Rate #1 TBD NTE 5 hours monthly
- *Rate #2 TBD NTE 10 hours monthly
- *Rate #3 TBD NTE 15 hours monthly
- *Rate #4 TBD NTE 20 hours monthly

Note: Hours do not roll-over month to month

— CONTRACT MANAGEMENT

A STRONG INTERNAL
CONTRACTS PROCESS HELPS
BUILD LONG-LASTING
PARTNERSHIPS



WHY HIRE US AS YOUR DIRECTOR OF CONTRACTS?

We possess the functional expertise & resources to assist our clients in interpreting terms & conditions associated with rules & regulations as they apply to competing, negotiating, & administering subcontracts under prime contracts & cooperative agreements.



WHAT WE DO:

Prepare, review, and negotiate standard contract agreements & documents including, Mentor Protege & Joint Ventures, CTA's, Teaming, Non-Disclosure, Subcontract, & various Vendor Agreements, as well as identify significant/unique subcontract requirements, special provisions, and terms and conditions for subcontractors and vendors.



— OUR APPROACH AS YOUR CONTRACTUAL LIASION

DUTIES & RESPONSIBILITIES
CAN INCLUDE
THE FOLLOWING:



Under your Quality Management System (QMS), we can be responsible for identification, development, documentation, & implementation of new contract/subcontract policies & processes.



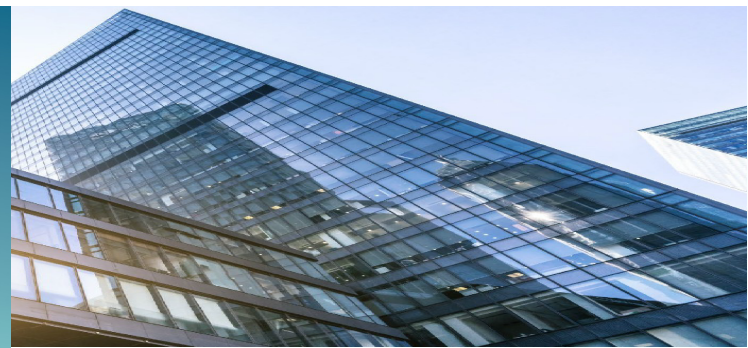
We will identify and manage risks, issues, and opportunities within the scope of Contracts Department responsibilities.



Coordinate with teams to communicate contractual obligations & new or changed requirements, to include interpretation & communication of applicable contract requirements & regulations.



Serve as Process Owner for Contracts/Subcontracts processes as well as develop and maintain detailed and organized contract/subcontract files.



Full-Service GSA Schedule Preparation

- ❖ Assessment of company seeking GSA Schedule assistance - "Which GSA Schedule is the right fit for my company?"
- ❖ Pricing Structure, Analysis, and overall Management of GSA Schedule Process Development of all price proposal matrix including charts/excel spreadsheets, etc.
- ❖ Assist the client in understanding the solicitation including the rules for contract performance and administration.
- ❖ Full completion of GSA Application including uploading into e-Offer

Existing GSA Schedule Modification Services - The Randall Group also provides GSA Schedule Assistance to firms who already have GSA Schedule and need to submit a modification to GSA. Rates on these services vary depending upon type of modification.

- ❖ Economic Price Adjustments
- ❖ Modifications & Extensions
- ❖ Addition/Deletion of SINS - New Products/Services
- ❖ GSA Contractor Assistance Visit (CAV)

GSA Schedule Rate Structure: New Submission: Starting at **TBD** and up depending on number of schedule(s) and number of SINS sought which will be at a fixed rate for all "NEW" GSA Schedules with a special fee structure available for multiple schedules needed for the same entity as indicated below.

Review and Modification Services:

- ❖ Modifications Only: Starting at **TBD** and up depending on number of schedule(s) & modifications needed.
- ❖ Review Only Starting at: **TBD** and up depending on number of schedule(s)

GSA Contract Management Services which include becoming one of your Contract Negotiators and assisting with making payments of any IFF fees due:

- ❖ Monthly fee depends on number of hours, which range from 5 hours to 20 hours

Payment Structure:

100% of the fee is due prior to start of services and The Randall Group Consulting Agreement must be executed. The Randall Group can prepare a complete GSA Schedule Package including upload into e-Offer for submission to GSA within 30 days or less of start of services, but the client must be responsive in submitting to The Randall Group, all required supporting documentation.