

EXPERT BUSINESS DEVELOPMENT, CONSULTING, & MARKETING SERVICES

— ABOUT US

30+ 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

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541990 - 561311 - 561410 - 561499
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THE RANDALL GROUP

LET'S DISCUSS YOUR NEEDS!

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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 8(a) Mentor Protege or Joint Venture Relationship

FEDERAL & STATE CERTIFICATION SERVICES:

- 8(a), HubZone, CBE/MBE/DBE/ WBE/ ACDBE
- 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 Create 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"

— OUR SPECIALTY

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.

MARKETING & BRAND MESSAGING SOLUTIONS

— OUR SPECIALTY

BUILDING BRAND AWARENESS & YOUR REPUTATION



WHY?

We pride ourselves in helping you develop and present an appealing professional image that gives your company an advantage over less-prepared competitors.



HOW?

We help our clients visually depict their story, solutions, approaches, and value-add propositions. Our goal is to help your audience read and absorb your information quickly - thus improving your win rate.

— OUR APPROACH

LEAVE A LASTING IMPRESSION

Our solutions help you show customers and government agencies, at a glance, why they should do business with your company.



HIGH-DEF SOLUTION DESIGN
& GRAPHICS



CAPABILITY STATEMENTS
& COMPANY OVERVIEWS



DIGITAL MESSAGING &
SOCIAL MEDIA MANAGEMENT

RESPONSIVE WEBSITE DESIGN & DEVELOPMENT



— OUR SPECIALTY

CLIENT-FOCUSED, CUSTOMER-CENTRIC WEBSITE SOLUTIONS



WHY?

Your website can be your #1 greatest marketing asset in today's ever-changing digital landscape. Therefore, your website must align with your messaging.



HOW?

We leverage new marketing techniques and technologies to build Federal contracting-focused websites for our clients with business development, teaming, compliance, recruitment and retention in mind.

— OUR APPROACH

HOLISTIC OPTIMIZATION

We combine aesthetics with rich messaging and layout to create a frictionless experience for visitors. We also optimize usability, speed, and SEO – streamlining pathways to conversions.



ATTRACTIVE DESIGN &
MESSAGE ALIGNMENT



RESPONSIVE WEBSITE
DESIGNS



ACCESSIBILITY & 508
COMPLIANCE