



**GAYLE NEWCOMB**

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**b2bcts.com**

## CAPABILITY STATEMENT

### MANAGEMENT CONSULTING

Program Development & Management

- ✓ Strategic Planning
- ✓ Contract Compliance Monitoring & Reporting
- ✓ On Site & Desk Audits
- ✓ Change Action Monitoring
- ✓ Customized Compliance System
- ✓ Diversity Research & Disparity Studies
- ✓ Training and Development

### PROJECT MANAGEMENT

Provide temporary support with organizing, planning and execution of a project. B2B Consulting manages project deliverables, timeline, budgets and resources, and works with the organization to include cross functional tasks as required.

### BUSINESS STRATEGY & MANAGEMENT

We understand that several components affect the success of the overall business and will work with appropriate decision makers to determine the best approach to accomplish the organizations short and long-term goals.

### DIFFERENTIATORS

- B2B Consulting & Training Services (B2B Consulting) has over sixty years' experience in procurement, negotiations, mediation and conflict resolution.
- Management background includes budgeting, goal setting, contracts, business and tactical planning, strategic planning, policy development, and internal/external customer/supplier interaction.
- We are committed to the work we perform and set high expectations to ensure that our clients receive quality services in achieving their goals. **B2B CONSULTING will help fine tune your business processes with proper consulting and staff training to allow your company to withstand competitive market challenges.**

### PAST PERFORMANCES

#### ILLINOIS CENTRAL COLLEGE | Peoria, IL

Implemented and executed Focus Groups Research Project to help the college identify opportunities and mitigate barriers to student enrollment, retention, and credential completion.

#### IDOT DISPARITY STUDY | Springfield, IL

Implemented and executed the Disparity Study with an objective to assess whether minority-woman-owned firms (M/Ws) face barriers in IDOT contracting. Assessed any underutilization of M/Ws; Examined any barriers in Illinois marketplace; Reviewed contract policies and program measures; Refined current implementation of programs; Assisted with DBE goal-setting and submissions; Ensured legal compliance. *Tasks included: Project management, Community engagement, Legal analysis and framework, Review of contracting, Utilization analysis, Availability analysis, Disparity analysis, Explorations of any disparities, Analyses of marketplace conditions, Recommendations, Report and presentation, Goal-setting and Goal documentation.*

#### ALDI STORE, CVS PHARMACY, MENARDS | Chicago, IL

B2B Consulting worked in conjunction with DNS to recruit MWBE Subcontractors and reported MWBE participation results for general contractors building stores in underserved communities.

### COMPANY DATA

**CERTIFICATIONS:** DBE, ACDBE, MBE, WBE, EDWOSB, WOSB

**BIDDER ID:** 0000052746

**UEI:** XXB6KL6Y54E6 | **DUNS:** 080097075 | **CAGE:** 7JMP2

**NAICS:** 541611,  
541910, 541614,  
541618, 561210,  
561110, 561499,  
611430, 611710

**UNSPSC:** 80000000,  
80101500, 80101501,  
80101600, 80160000,  
80161500, 81141600,  
84141503, 86132000,  
93142009

**PSC:** R699, R799,  
U008, R408, B510,  
B513, B550, R410,  
R406, R405, R707,  
R497, U004, B542

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