

# Our Services

## What We Offer

In order to compete effectively in today's market, businesses must have access to the same-in-depth information as their competition. It's clear to The Randall Group that all business sectors require information and expert advice in order to survive and to grow within their niche market. We offer a variety of consulting services to executives and their staff which will assist organizations in implementing and executing their defined strategic objectives. In addition to "Expert Consulting Services", we also provide a wide-range of other services centered around doing business with the government. **Please see below:**



**12% discount to all MBDA Federal Procurement Center clients (ONLY)**

### Federal & State Certification Packaging

- SBA 8(a) Certification - \$7,000
- SBA 8(m) WOSB/EDWOSB Certification - \$4,500
- SBA HubZone Certification - \$4,500
- GSA Schedule Certification - \$6,500
- Any State MBE/DBE/CBE/WMBE/ACDBE Certifications - \$4,500 with additional States at a rate of \$2,250 each

### General Packaging Services

- SBA Mentor Protégé Program - \$4,000
- 8(a) Opportunity Joint Ventures ONLY - \$4,500
- Joint Venture Agreements ONLY - \$3,000
- 8(a) Program Changes of Ownership - \$4,500
- Annual Reviews - 8(a) Annual Recertification - \$5,000
- Proposal Writing - Rate depends on complexity of the RFP. **Contact us for a quote**

### Training Courses

Federal Certification, Marketing & Small Business **Training** Workshops:  
Workshops Duration: **2 to 4 hours each**  
**Contact us for a quote**

- SBA 8(a) Certification
- SBA Veteran & HUBZone Certification
- SBA 8m(WOSB & EDWOSB)
- Leveraging your Certifications within the Federal Marketplace
- Doing Business within the Federal Government, State & Commercial Sector
- Creation of a Marketing Plan or Business Plan
- SBA Surety Bond Program
- Government Contracting 101
- How to formalize a Joint Venture & Mentor Protégé Relationship

Training can be held on-site or off-site. **(over 60 miles, travel add'l cost)**  
All classes include printed reference and powerpoint presentation materials.

### For existing clients only: Business Assessments

As a business owner, assessing your current business position in the marketplace & identifying your niche market and customer base, enables you to accurately forecast for future business opportunities. We assist you in setting yourself apart from the masses and create a brand that will grow in exposure over time. The Randall Group will create a "First Look" business assessment profile that will identify internal strengths & weaknesses in your existing business structure, point out external issues/problems that are hindering your company's growth, & develop ways of dealing with them during the short & long term. **Contact us for a quote**

### For existing clients only: Mentoring Assistance

Many businesses of various sizes and stages of development want to move to the next level but need a more seasoned and experienced "Mentor" to show them the way and provide real one-on-one guidance. Your mentor can focus on improving your knowledge and skills in the five core disciplines, which can include but are not limited too. **Contact us for a quote**

- Strategic Planning
- Leadership
- Business Development
- Operations Management
- Financial Management