

## ABOUT US

Pivotal Practices Consulting LLC (Pivotal) specializes in supporting leaders and organizational development professionals in creating workplaces that achieve results through fully engaged and committed workforces. Our approach is collaborative, strengths-based, and client-centric to ensure that the solutions we deliver make sense, are relevant, and are doable.

Pivotal is a certified, award winning 100% woman and minority owned firm with deep and broad expertise in public sector excellence and a solid record of exceptional past performance. Patrina M. Clark, President and Founder, a career member of the Senior Executive Service with 25 years of federal service in five agencies, has established an integrated and holistic service delivery framework that ensures Pivotal's services and products are consistently of the highest quality and add meaningful value to our clients. Leaders who partner with Pivotal leverage our expertise to develop and implement high-value, targeted solutions that address their organization's unique challenges.

## NAICS CODES



## CORE CAPABILITIES

- Consulting & Advisory Services
- Professional Development & Coaching
- Offsite & Meeting Facilitation
- Staff Augmentation

## CORE CAPABILITIES IN DEPTH

### CONSULTING & ADVISORY SERVICES

We leverage leading practices and the latest academic research to tailor our engagement approaches to address important and client-specific contextual distinctions, such as organizational mission, culture, and strategic leadership focus. We also use our portfolio of tools and techniques to develop best-fit solutions based on sound management and organizational design and development principles.

### PROFESSIONAL DEVELOPMENT & COACHING

Leveraging the experience and perspectives of former executives and senior leaders, we offer engaging and experience-based training and development programs that support executives and leaders in addressing their most pressing challenges.

### OFFSITE & MEETING FACILITATION

We specialize in facilitating engagements for executives, senior leaders, and their teams. Our facilitators include former executives who gained experience working directly with senior leaders for employee engagement. Our engagements are guided by a 3-phased approach by an extensive network of academic and practitioner experts.

### STAFF AUGMENTATION

We are able to quickly identify and onboard professional, paraprofessional, and administrative staff to meet our clients' needs. Our comprehensive background checks and screening, onboarding, and competitive benefits maximize talent acquisition and retention.

# SATISFIED CLIENTS



# CERTIFICATIONS AND AWARDS



PRINCE GEORGE'S  
CHAMBER OF COMMERCE  
EST. 1924

2015 Entrepreneur of the Year Recipient  
2015 Business Woman of the Year Finalist



2016 DHS Small Business Achievement Award



Class of 2016 Enterprising Women Winner



2017 Top 100 MBE



2017 Minority Professional Services Firm of the year



# TESTIMONIALS

"The Pivotal team made a huge difference. We were challenged to think about performance in new ways while feeling completely supported throughout the process."

**U.S. Food and Drug Administration (FDA)**

"The Pivotal team was exceptional. They exceeded every one of our expectations, and their commitment and passion were evident throughout the project."

**Department of Health and Human Services**

"The study was rigorous, comprehensive and totally hit the mark. The findings and recommendations give us a clear way forward."

**U.S. Customs and Border Protection (CBP)**

# KEY CONTACT

**Katheryn Kim**  
Business Development Associate  
katheryn@pivotalpractices.com  
301-220-3179