



Capability Statement

The Randall Group, LLC.

Providing Expert Business Development, Consulting & Marketing Services

Monica M. Randall, MBA
CEO & Founder

State of Maryland - MBE/DBE & SBR
Woman-Owned Small Business
Small Disadvantaged Business(SDB)

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Cage Code: 6KW67

Core Competencies:

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 protege & 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 - Marketing Consulting Services
- 541618 - Other Management Consulting Services
- 541611 - Administrative Management & General Management Consulting Services
- 541690 - Other Scientific & Technical Consulting Services
- 541990 - All other Professional, Scientific, & Technical Services
- 561311 - Employment Placement Agencies
- 561410 - Document Preparation Services
- 561499 - All other Business Support Services
- 611430 - Professional & Management Development Training

Services & Training

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:

- Mentor Protégé 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

GSA Schedule Services:

- Assistance to get on a GSA Schedule to sell your commercial product & services

Contract Management Services:

Review Non Disclosure, Subcontracts, Consulting, & Teaming Agreements

Serve as the point of contact for customers on contractual matters. Act as contractual "middleman" between company employees & customers, ensuring timely review & approval /reconciliation of variations.

Direct Hire Services:

Our team of professionals can assist your business with their direct hire staffing needs. Our process allows us to deliver a tailored recruiting solution specific to your needs. We have over 15 years of recruiting experience in the business. We partner with commercial and government contractors who serve a variety of industries. TRG recognizes your challenges of proposal recruiting, task award recruiting and/or just recruiting in general with limited resources and budgets. Let us help your firm with your next hiring encounters.

Marketing Development Services:

- PowerPoint for Bid presentations
- Website & Social Media Content Develop.
- Extensive Market Research Services
- Effective Branding Assistance & Logos
- Newsletter & Capability Statement Creation