

# Largest turnaround and management consulting firms in the Baltimore area

Ranked by current number of Baltimore-area clients


Prior rank	Name	Address Phone / Internet	Clients local/ total	Sample listing of clients	Local staff/ consultants/ total staff	Specialty services	2010 revenue/% business from consulting	Top local executive, title
3	<b>1</b>	<b>PricewaterhouseCoopers LLP</b> 100 E. Pratt St. #1900, Baltimore 21202 410-783-7600 / www.pwc.com	113/ 12,000	dtd	270/ 247/ 163,000	risk assurance, IT, security, international structuring, internal audit, tax	\$26.6 billion/ 25%	William S. Corey Jr., office managing partner
n/a	<b>2</b>	<b>Protiviti Inc.</b> 1 E. Pratt St., Suite 800, Baltimore 21202 410-454-6800 / www.protiviti.com	100 <sup>1</sup> / dtd	dtd	38/ 30/ 2,500	consulting, tax and financial advisory services to help clients navigate through distressed situations	\$385.62 million/ dtd	Charles R. Goldstein, managing director
2	<b>3</b>	<b>Hartman Business Technology</b> 8850 Col. 100 Pwy. #306A, Columbia 21045 410-740-9270 / www.hartmanbiztech.com	75/ 87	Hess, Ritz Camera and Image, Strata Group	4/ 12/ 16	independent IT advisory services, IT valuation, strategy, efficiency reviews, IT leadership	dtd/ 100%	Dave Hartman, president
4	<b>4</b>	<b>KPMG LLP</b> 1 E. Pratt St., Baltimore 21202 410-949-8500 / www.kpmg.com	60/ dtd	dtd	190/ 71/ 21,240	tax services, corporate finance, IT services, restructuring, M&A, valuation, forensics, internal audit	\$20.1 billion/ dtd	Kevin Hall, office managing partner
1	<b>5</b>	<b>Invotex Group</b> 1637 Thames St., Baltimore 21231 410-539-8580 / www.invotex.com	51/ 228	dtd	43/ 34/ 64	reorganization, crisis mgmt., receivership, distressed real estate, financial investigation, fraud, valuation, litigation	dtd/ 100%	Raymond J. Peroutka Jr., CEO, managing director
n/a	<b>6</b>	<b>Evergreen Advisors LLC</b> 9256 Bendix Road #300, Columbia 21045 410-997-6000 / evergreenadvisorsllc.com	46/ 75	Harkins Builders, Pathsensors, Inc., Ansom Metals, Seismic LLC, Butler Capital	14/ 15/ 14	corporate finance, growth and exit strategies, valuations and advisory services	dtd/ dtd	Richard A. Kohr, CEO
6	<b>7</b>	<b>PA &amp; Associates Inc.</b> 9515 Deereco Road #301, Timonium 21093 866-200-7283 / www.paaa.com	44/ 89	Perdue, Utz, Lax World, Kelly & Associates Insurance Group, Balt. Coffee & Tea	20/ 5/ 80	transportation spend mgmt., negotiation of small package carrier agreements, shipping systems, analytics	dtd/ 100%	Richard D. Palarea, CEO
5	<b>8</b>	<b>Hertzbach &amp; Co.</b> 800 Red Brook Blvd. #300, Ow. Mills 21117 410-363-3200 / www.hertzbach.com	35/ dtd	dtd	119/ 15/ 119	business performance, turnaround mgmt, restructuring, forensic services, IT	dtd/ 35%	Joel Chazen, Donald Hoffman, Jeffrey Kleeman, co-managing partners
7	<b>9</b>	<b>CPI/New Options Group</b> 913 Ridgebrook Road #304, Sparks 21152 410-785-1370 / www.cpi-newoptions.com	25/ 62	MedStar Health, Enterprise Partners, Mercy Medical Center, Md. Hospital Assoc.	6/ 2/ 11	talent management/development, executive coaching, leadership development	\$36 million/ 100%	Mark Hornberger, regional vice president
10	<b>10</b>	<b>StatPay Inc.</b> P.O. Box 3196, Baltimore 21228 410-788-9715 / www.statpay.com	18/ 25	dtd	7/ 4/ 11	medical group practice mgmt. consulting, health IT preparation, implementation, operations improvement	\$525,000/ 75%	Craig Law, president and CEO
8	<b>11</b>	<b>Strategic Partners LLC</b> 111 S. Calvert St. #2700, Baltimore 21202 410-653-5554 / www.strategic-partner.com	16/ 21	dtd	5/ 5/ 5	crisis management, financial restructuring, turnaround management, operations management	dtd/ 100%	Lawrence E. Feldman, John D. Reichlin, principals
8	<b>12</b>	<b>Audacious Inquiry LLC</b> 5523 Research Pk. Dr. #370, Catonsville 21228 301-560-6999 / www.aiinq.com	11/ 19	dtd	15/ 15/ 17	health information systems, analytical services, and software development	dtd/ 100%	Christopher Brandt, managing partner
12	<b>12</b>	<b>Executive Sounding Board Associates Inc.</b> 10 N. Calvert St. #647, Baltimore 21202 410-783-0098 / www.esba.com	11/ 250	dtd	2/ 20/ 20	turnarounds, crisis management, litigation support, forensic accounting	dtd/ 100%	Martin I. Katz, president
17	<b>14</b>	<b>McShane Group</b> 2345 York Road, Suite 102 Timonium 21093 410-560-0077 / www.mcshanegroup.com	10/ 10	dtd	1/ 3/ 6	management consulting	dtd/ 100%	Thomas P. McShane, president
16	<b>14</b>	<b>Strategic Management Partners Inc.</b> 522 Horn Point Drive, Annapolis 21403 410-263-9100 / strategicmgtpartners.com	10/ 16	federal govt. contractors, job shop manufacturers, high-tech, software, engineering	0/ 0/ 6	turnaround interim mgmt., private equity advisory, distressed investing, restructuring, bankruptcy/litigation	\$1.6 million/ 80%	John M. Collard, chairman and CEO
n/a	<b>16</b>	<b>CRG Partners LLC</b> 7625 Wisconsin Ave., Bethesda 20814 240-482-4737 / www.crgpartners.com	6/ 80	Rangers Equity Holdings, Point Blank Solutions, Pilgrim's Pride, Fuddruckers	2/ 2/ 80	turnaround mgmt., operational improvement, revenue enhancement, liquidity mgmt., interim management	dtd/ 100%	Lisa M. Poulin, managing partner
n/a	<b>17</b>	<b>AlixPartners LLP</b> 40 W. 57th St., 29th Fl., New York 10019 212-490-2500 / www.alixpartners.com	5/ dtd	General Motors, General Growth Properties, Lyondell Chemical, SemGroup	dtd/ dtd/ 900	virtually all industries, advisory and debtor, middle market and large companies	dtd/ 100%	Fred Crawford, CEO
12	<b>18</b>	<b>NHB Advisors Inc.</b> 822 Montgomery Ave. #204, Narberth, Pa. 19072 610-660-0060 / www.nhbteam.com	4/ 80	dtd	4/ 4/ 33	turnaround, refinancing, restructuring and recapitalization, wind-down and liquidation services, bankruptcy svcs.	dtd/ 100%	Thomas D. Hays III, principal
n/a	<b>19</b>	<b>Buccino &amp; Associates Inc.</b> 200 W. Madison St. #2620, Chicago 60606 312-629-1200 / buccinoassociates.com	3/ 10	dtd	0/ 0/ 12	crisis management, interim management, financial advisory services and litigation support	dtd/ 75%	Gerald P. Buccino, chairman and CEO
n/a	<b>20</b>	<b>Entinex Inc.</b> 300 E. Lombard St. #840, Baltimore 21202 410-814-7513 / www.entinex.com	2/ 7	Mind Over Machines, Knorr Brake, CareFirst, Prudential, Carnegie Mellon University	2/ 1/ dtd	high performance operations, lean, CMMI, agile, process improvement	\$500,000/ 100%	Hillel Glazer, principal and CEO
n/a	<b>20</b>	<b>Equity Partners Inc.</b> 101 N. West St., Easton 21601 866-969-1115 / www.equitypartnersinc.com	2/ 12	dtd	5/ 4/ 6	investment banking, business brokerage	dtd/ 10%	Kenneth W. Mann, president
n/a	<b>22</b>	<b>Marvin A. Davis Inc.</b> 80 Seville Chase, Atlanta 30328 404-441-3970 / www.marvinadavis.com	1/ dtd	Signal Apparel, Petrowax, Orchid Industries, Pinnacle Towers, DMG Advertising	0/ 0/ 7	manufacturing, retail outlets, service industries domestic and international, public and private	\$4 million/ 100%	Marvin A. Davis, managing partner

NOTE: More than 50 companies were surveyed for this List, but some declined to participate, or did not respond by deadline. FTI Consulting Inc. is known to belong on this List, but declined to disclose the ranking criteria. Waypoint Resources LLC is believed to belong on this List, but did not respond by deadline. SOURCE: The companies provided the information for this List. The *Business Journal* takes them at their word.

<sup>1</sup> Protiviti estimates that they have more than 100 Baltimore-area clients, but were unable to disclose the exact figure.

Compiled by: Carolyn M. Proctor and Alexander Jackson.

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