

Largest turnaround and management consulting firms in the Baltimore area

Ranked by number of current Baltimore-area clients

| Prior rank | Name | Address Phone / website | Clients local/ total | Sample listing of clients | Local staff/ consultants/ total staff | Specialty services | 2011 revenue | Top local executive, title (email) |
|------------|--|---|----------------------------|--|---|--|---------------------|--|
| 1 | 1 SC&H Group | 910 Ridgebrook Road, Sparks 21152 410-403-1500 / www.scandh.com | 140/ dtd | dtd | 272/ 236/ 272 | tax, turnaround, interim mgmt., loca- tion, credits/incentives, business performance mgmt., internal audit | dtd | Ronald M. Causey, managing director (rcausey@scandh.com) |
| 2 | 2 PricewaterhouseCoopers LLP | 100 E. Pratt St., #1900, Baltimore 21202 410-783-7600 / www.pwc.com | 113/ 12,000 | dtd | 290/ 247/ 169,000 | risk assurance, IT, security, international structuring, internal audit, tax | \$29.2 billion | William S. Corey Jr., office managing partner (william.s.corey@us.pwc.com) |
| 8 | 3 PA & Associates Inc. | 9515 Deereco Rd., #301, Timonium 21093 866-200-7283 / www.paaa.com | 93/ 138 | Kelly & Associates/KTBS Payroll, Phillips Foods, Utz, Lax World | 20/ 5/ 120 | transportation spend mgmt., negotia- tion of parcel mgmt. contracts, dis- counted intl. shipping, software | dtd | Richard D. Palarea, CEO (rich@paaa.com); Juliette S. Phelps, president |
| 4 | 4 Hartman Executive Advisors | 8850 Columbia 100 Pwy., #306A, Columbia 21045 410-740-9270 / www.hartmanadvisors.com | 80/ dtd | Chesapeake Bay Fdn., Hess Construction, Towne Park, Harford Mutual | 5/ 12/ 17 | IT consulting, outsourced IT leader- ship, IT strategy, efficiency reviews, software fit assessments, coaching | dtd | Dave Hartman, president (dhartman@hartmanadvisors. com) ¹ |
| 3 | 5 Protiviti Inc. | 1 E. Pratt St., Suite 800, Baltimore 21202 410-454-6800 / www.protiviti.com | 70 ² / dtd | dtd | 37/ 30/ 2,500 | corporate restructuring, reorganiza- tion, valuation, financial investiga- tions, litigation and tax services | \$423.82 million | Charles R. Goldstein, managing director (charles.goldstein@protiviti.com) |
| 5 | 6 KPMG LLP | 1 E. Pratt St., Baltimore 21202 410-949-8500 / www.kpmg.com/us | 60/ dtd | dtd | 200/ 71/ 145,000 | tax services, corporate finance, IT services, restructuring, M&A, valua- tion, forensics, internal audit | \$23 billion | Kevin Hall, office managing partner |
| 6 | 7 Invotex Group | 1637 Thames St., Baltimore 21231 410-539-8580 / www.invotex.com | 56/ 226 | dtd | 47/ 38/ 67 | reorg., crisis mgmt., receivership, distressed real estate, financial inves- tigations, fraud, valuation, litigation | dtd | Raymond J. Peroutka Jr., CEO and managing director (rperoutka@invotex.com) |
| n/a | 8 Rosen, Sapperstein & Friedlander (RS&F) | 300 Red Brook Blvd., #200, Owings Mills 21117 410-581-0800 / www.rschart.com | 45/ dtd | dtd | 41/ 8/ 41 | M&A advisory, capital formation, human capital, efficiency studies, business planning, due diligence | dtd | Howard J. Rosen, president (howardr@rschart.com) |
| n/a | 9 RemSource Inc. | 2608 Summerson Road, #100, Baltimore 21209 410-504-6720 / www.remsource.com | 40/ 45 | Susan Katz (the Growth Coach), AEG Remodeling, CurlyRed | 6/ 1/ 7 | operations consulting, improving effi- ciency through delegation, business support services, business workflow | dtd | Azi Rosenblum, founder and CEO (arosenblum@remsource. com) |
| 9 | 10 Hertzbach & Co. | 800 Red Brook Blvd., #300, Owings Mills 21117 410-363-3200 / www.hertzbach.com | 34/ dtd | dtd | 120/ 15/ 120 | business performance, turnaround management, restructuring, forensic services, IT | dtd | Joel B. Chazen, Donald N. Hoffman and Jeffrey M. Kleeman, co-managing partners |
| 7 | 11 Evergreen Advisors LLC | 9256 Bendix Road, Suite 300, Columbia 21045 410-997-6000 / evergreenadvisorsllc.com | 29/ 64 | RWD Technologies, Acuity Mobile | 12/ 14/ 14 | corporate finance, mergers and acquisitions, business valuations and CFO advisory services | dtd | Richard A. Kohr, CEO |
| n/a | 12 BottomLine Growth Strategies Inc. | 403 Woodbine Ave., Towson 21204 443-798-1357 / www.bottomline-growth.com | 25/ 25 | Three Dog Logistics, Vision MultiMedia Technologies, Urbanite | 2/ 8/ 8 | CFO advisory, projections, mgmt. consulting, team mentoring/ coaching, bookkeeping, COO | \$525,000 | Carol Coughlin, founder (ccoughlin@bottomline-growth. com) |
| 10 | 12 CPI/New Options Group | 913 Ridgebrook Road, Suite 304, Sparks 21152 410-785-1370 / www.cpi-newoptions.com | 25/ 62 | MedStar Health, Legg Mason Ent. Partners, Mercy Medical Center | 8/ 4/ 12 | talent management/development, executive coaching, leadership development | \$55 million | Paul B. Sniffin, president, founder |
| 16 | 14 Strategic Management Partners Inc. | 522 Horn Point Drive, Annapolis 21403 410-263-9100 / www.strategicmgtpartners.com | 20/ 30 | federal govt. contractors, job shop mfg, tech, soft- ware, telecom, services | 0/ 0/ 6 | turnaround interim mgmt., private equity advisory, distressed investing, raising capital, M&A, restructuring | dtd | John M. Collard, chairman and CEO (strategist@aol.com) |
| n/a | 15 GP Strategies Corp. | 6095 Marshalee Drive, Suite 300, Elkridge 21075 410-379-3600 / www.gpstrategies.com | 18/ dtd | Global Fortune 500 and government clients | 300/ dtd/ 2,400 | learning strategy, leadership, maintenance, reliability, operational excellence, homeland security | \$300 million | Scott N. Greenberg, CEO; Douglas E. Sharp, president |
| 11 | 15 StatPay Inc. | P.O. Box 3196, Baltimore 21228 410-788-9715 / www.statpay.com | 18/ 21 | dtd | 9/ 4/ 13 | medical group practice mgmt., con- sulting, health IT prep, implementa- tion, operations improvement | \$505,000 | Craig Law, president and CEO |
| 13 | 17 Audacious Inquiry LLC | 5523 Research Park Dr., #370, Catonsville 21228 301-560-6999 / www.audaciousinquiry.com | 16/ 20 | CRISP, Md. Health Care Commission, MedStar Health, Inova Health | 19/ 19/ 24 | health care information systems, business intelligence, strategy | \$3.5 million | Christopher Brandt, managing partner (chris@audaciousinquiry. com) |
| n/a | 17 Nevins & Associates | 10946 Golden West Dr., #130, Hunt Valley 21031 410-568-8800 / www.nevinspr.com | 16/ 35 | LifeBridge Health, Concentra Medical Ctrs., Ayers Saint Gross | 14/ 6/ 14 | marketing, branding, crisis management, executive coaching, and strategic planning | dtd | David H. Nevins, president |
| 12 | 17 Strategic Partners LLC | 111 S. Calvert St., Suite 2700, Baltimore 21202 410-653-5554 / www.strategic-partner.com | 16/ 21 | dtd | 8/ 8/ 8 | crisis management, financial restructuring, turnaround manage- ment, operations management | dtd | Lawrence E. Feldman, principal (feldman@strategic-partner. com) ³ |
| n/a | 20 Waypoint Resources LLC | PO Box 65069, Baltimore 21209 410-526-7900 / www.waypointresources.com | 15/ dtd | dtd | dtd/ dtd/ dtd | workouts, company turnarounds, bankruptcy management and distressed asset management | dtd | Jack Devlin, managing principal (jack.devlin@waypointresources. com) |
| 14 | 21 Executive Sounding Board Associates Inc. | 10 N. Calvert St., Suite 647, Baltimore 21202 410-783-0098 / www.esba.com | 10/ 275 | dtd | 2/ 2/ 20 | turnarounds, crisis management, litigation support, forensic accounting | dtd | Martin I. Katz, president (mkatz@esba.com) |
| n/a | 22 Navigator Management Partners LLC | 921 East Fort Ave., Suite 325, Baltimore 21230 443-839-0412 / www.navmp.com | 8/ 35 | EDF, Bill & Melinda Gates Fdn., Ulman Cancer Fund, State of Maryland, AEP | 22/ 20/ 140 | strategic planning, program/project mgmt., business process re-engi- neering, org. change management | dtd | Richard Walega, vice president and partner (rwalega@navmp.com) |
| 17 | 23 CRG Partners LLC | 7625 Wisconsin Ave., Bethesda 20814 240-482-4737 / www.crgpartners.com | 5/ dtd | Texas Rangers, Pilgrim's Pride, Fuddrucker's, Northcliffe Media | dtd/ dtd/ 80 | turnaround mgmt. operational improvement, revenue enhancement, liquidity mgmt. interim management | dtd | Lisa M. Poulin, managing partner (lisa.poulin@crgpartners.com) |
| n/a | 23 Managing Excellence LLC | 1902 Indian Head Road, Baltimore 21204 410-825-0822 / www.managing-excellence.com | 5/ 12 | Tower Fed. Credit Union, Travel Destinations, GBMC, APL, U.S. Navy | 1/ 1/ 1 | change mgmt., communications, team building, performance mgmt., leadership devel., org. development | \$70,000 | J. Scott Murphy, president (smurphy@managing-excel- lence.com) |
| 21 | 25 Equity Partners CRB | 101 N. West St., Easton 21601 866-969-1115 / www.equitypartnerscrb.com | 2/ 50 | Chrysler, Coors, Gourmet Kitchens, ASDI, ES Steel, Chesapeake Green Fuels | 5/ 4/ 40 | investment banking for distressed going concerns, liquidation of excess machinery/equipment | dtd | Kenneth W. Mann, senior managing director (kmann@ equitypartnerscrb.com) |
| 23 | 25 Marvin A. Davis Inc. | 80 Seville Chase, Atlanta 30328 404-441-3970 / www.marvinadavis.com | 2/ 10 | Tapestry Pharma, Orchid Industries | 1/ 1/ 5 | strategic marketing, manufacturing, international sales, pricing strategy, all types of companies | \$3 million | Marvin A. Davis, managing partner (mdavis2866@aol.com) |

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 participate.

SOURCE: The companies provided the information for this List.

¹ And Marie Hartman, partner, co-founder (mhartman@hartmanadvisors.com).

² Estimate figure provided by Protiviti.

³ And John D. Reichlin, principal (jreichlin@strategic-partner.com).

Compiled by: Carolyn M. Proctor.

©Reprint permission must be obtained in writing from the editor of this newspaper.

dtd=declined to disclose n/a=not applicable

CURRENT: March 16, 2012

THANK YOU TO OUR BOOK OF LIST 2012 SPONSORS:

To sponsor 2013 Book of Lists, contact Micah Damareck mdamareck@bizjournals.com 410-454-0510