

Largest turnaround and management consulting firms in the Baltimore area

Ranked by current number of clients in the Baltimore area

	Name Address Phone / Internet	Clients local/total	Sample listing of clients	Local staff/ consultants/ total staff	Areas of specialty	2008 revenue	Local head executive/ title/% business from consulting
1	CPI/New Options Group 913 Ridgebrook Road, Suite 304, Sparks 21152 410-785-1370 / www.cpinewoptions.com	135/ dtd	dtd	8/ 15/ dtd	turnaround consulting, executive coaching, leadership development	\$2 million	Paul B. Sniffin/ president/ 50%
2	Invotex Group 1637 Thames St., Baltimore 21231 410-539-8580 / www.invotex.com	101/ 375	dtd	44/ 36/ 64	reorganization/turnaround, bankruptcy, receiverships, valuation, litigation svcs.	dtd	Raymond J. Peroutka Jr./ CEO, managing director/ 100%
3	Shapiro Sher Guinot & Sandler P.A. 36 S. Charles St., Suite 2000, Baltimore 21201 410-385-0202 / www.shapirosher.com	75/ 75	Fieldstone Mortgage, Luminant Mortgage Cap., Caruso Homes	52/ 8/ 52	refinancing/restructuring, reorg., bankruptcy, creditors' rights, litigation	dtd	Joel I. Sher/ chairman/ 25%
4	Hartman Business Technology 8850 Columbia 100 Parkway, #306A, Columbia 21045 410-740-9270 / www.hartmanbiztech.com	43/ 50	Medifast, Butler Capital, Advantica Eyecare, Davis Calib.	3/ 10/ 13	IT valuation, strategy, efficiency reviews	\$1 million	Dave Hartman/ president/ 100%
5	KPMG LLP 1 E. Pratt St., Baltimore 21202 410-949-8500 / www.us.kpmg.com	37/ dtd	dtd	190/ 50/ 23,900	business performance, restructuring, IT, forensic services, internal audits	\$5.7 billion	Kevin Hall/* office managing partner/ dtd
6	Ridge Point Partners LLC 3600 O'Donnell St., Suite 4, Baltimore 21234 410-276-2230 / www.ridgepointpartners.com	35/ 35	dtd	10/ dtd/ dtd	turnaround, consulting, financial advisory	dtd	Bryan Engle/ CEO/ dtd
7	Executive Sounding Board Associates Inc. 10 N. Calvert St., Suite 647, Baltimore 21202 410-783-0098 / www.esba.com	20/ dtd	dtd	dtd/ dtd/ dtd	mgmt. consulting, financial advisory, turnaround mgmt., reorganization	dtd	Michael Sandnes/ managing director/ 75%
8	PA & Associates Inc. 1810A York Road, Suite 320, Lutherville 21093 866-200-7283 / http://www.paaa.com	16/ 35	Legg Mason, Tessco, Utz, Danskin, Lionel Trains, Kelly & Assoc.	3/ 3/ 9	logistics management, outsourced carrier negotiations	\$1.8 million	Richard D. Palarea/ CEO/ 100%
8	Strategic Partners LLC 111 S. Calvert St., Suite 2700, Baltimore 21202 410-653-5554 / www.strategic-partner.com	16/ 21	dtd	7/ 6/ 7	crisis management, financial restructuring, turnaround management	dtd	Lawrence Feldman, John Reichlin/principals/ 100%
10	StatPay Inc. P.O. Box 3196, Baltimore 21228 410-788-9715 / www.statpay.com	13/ 20	dtd	6/ 8/ 10	medical group practice management consulting, interim leadership	\$400,000	Craig Law/ CEO/ 83%
11	McShane Group 2345 York Road, Suite 102, Timonium 21057 410-560-0077 / www.mcshanegroup.com	7/ 18	Hood College, Liberty University	4/ 2/ 5	interim management, due diligence, debt restructuring	dtd	Thomas P. McShane/ president/ 100%
12	Strategic Management Partners Inc. 522 Horn Point Drive, Annapolis 21403 410-263-9100 / www.strategicmgtpartners.com	6/ 8	Network Technologies Group, Bon Secours, Lockheed Martin, CSC	5/ 3/ 5	turnaround services, investing in distressed companies	\$1.2 million	John M. Collard/ chairman and CEO/ 75%
13	Audacious Inquiry LLC 9250 Bendix Road, Columbia 21045 301-560-6999 / www.ainq.com	4/ 6	Md. Health Care Commission, Univ. of Md. Medical Center	14/ 7/ 14	management/technology consulting, analytical marketing, strategy	\$1.7 million	Christopher Brandt/ managing partner/ 100%
13	Georgetown Consulting 12079 Broad Meadow Lane, Suite 100, Clarksville 21029 877-521-8281 / www.georgetown-consulting.com	4/ 10	Dept. of Interior, IRS, AT&T, AARP	8/ 8/ 10	logistics, supply chain, sourcing, project management	\$2 million	Susan Burch/ president/ 100%

NOTE: More than 40 companies were contacted, but some either declined to participate or did not respond by deadline. Baltimore-based FTI Consulting Inc. is known to belong on this List, but declined to disclose the ranking criteria information.

SOURCE: Representatives from the individual companies provided the information for this List. The *Business Journal* takes the companies at their word. dtd=declined to disclose n/a=not applicable

Compiled by: Carolyn M. Proctor and Rachel Bernstein.

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