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Corporate Background

Point B is a management consulting firm focused on strategic execution. We help companies refine their strategy or idea, translate it into structured, actionable initiatives, and lead those initiatives to successful outcomes. With practices in Seattle, Denver, Phoenix, Portland, San Francisco, Chicago and Los Angeles the firm provides clients with immediate, “as needed” access to a diverse and experienced staff of locally-based project leaders. Organizations, ranging from startups to Fortune 100 corporations, turn to Point B for its ability to provide unbiased leadership and transform strategy into reality

Point B was founded in early 1995 by professional service entrepreneurs Jim Hodge, Tim Jenkins and Darran Littlefield. Recognizing that many organizations were feeling both under-served and over-charged by “Big 5” consulting firms, the three founders saw an opportunity to launch a new consulting model that delivered both greater value and lower costs to customers.

Beginning with an initial investment of \$200 and one client at launch, Point B has built a thriving business that has sustained both steady and remarkable growth. In fact, during its first five years of operation, the firm grew to more than 100 employees and saw annual revenues reach \$11.6 million. Since 2000, the company has continued to see healthy growth and currently employs 365 employees with \$78 million in revenue (2009).

Throughout its history, the firm has supported organizations in a wide range of industries including high-technology, retail, biotechnology, healthcare, manufacturing, banking and financial services, insurance, telecommunications, state & local government, and education. By consistently delivering results to clients, the firm has been able to grow business primarily through referrals and word-of-mouth. Some of the companies currently served by Point B include BECU (Boeing Employees’ Credit Union) (Seattle), Seattle Children’s (Seattle), The Children’s Hospital (Denver), Alaska Airlines (Seattle), Mentor Graphics (Portland), Microsoft (Seattle), Premera Blue Cross (Seattle), Kaiser Permanente (San Francisco), Rush North Shore Medical Center (Chicago), Activision (Los Angeles), CIGNA (Denver), PetSmart (Phoenix), and ON Semiconductor (Phoenix).

Helping to drive Point B’s success has been an ability to attract and retain some of the industry’s best talent. Point B provides each of its associates with the opportunity to customize their job responsibilities and work schedules in ways that allow them to achieve a balance between work and their personal lives that is unprecedented in the consulting profession.

During its first several years of operation, Point B worked exclusively with clients in the Seattle area but beginning in 2000 has expanded its market with the opening of new practices in Denver, Phoenix, Portland, San Francisco, Chicago and Los Angeles. The company plans to open new practices in other North American markets in the years ahead.

Originally a privately-held company, in 2008, Point B began the transfer of its ownership to its employees via an Employee Stock Ownership Plan (ESOP). This strategy helps the firm retain its employees long term and reinforce its ownership culture.