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Point B Doubling Staff at Portland Practice

Local professional-services firm responds to rising client demand, rapid growth in revenues by bolstering staff throughout the West; Point B uses “personalized approach” to project leadership services, strong regional reputation to achieve unprecedented growth

PORTLAND, Ore. (June 14, 2005) — Since starting in 1995, Point B Solutions Group, LLP has positioned itself as one of the region’s most successful providers of project leadership services. The firm, which has offices throughout the West, leads corporations and other organizations through the planning and implementation of highly complex, bottom line-oriented initiatives.

Over the past five years alone, Point B has experienced dramatic growth in Portland, including a near 111-percent annual average and 620 percent total expansion in company revenues. Now, Point B is making its biggest leap ever, adding six to 10 new Portland associates — 75 consultants company wide — in an effort to double its local team and increase capacity throughout the firm by some 40 percent.

The burgeoning local business-consulting firm attributes its rapid growth to several factors, including Point B’s personalized approach to project leadership and its ability to generate repeat business and word-of-mouth referrals from its long list of clients, which ranges from startup organizations to Fortune 100 corporations.

“We have a very successful industry track record which has enabled us to experience unprecedented growth over the past few years,” commented Mike Pongon, Point B’s practice director in Portland. “In addition, our clients really understand and embrace the value of project leadership, and they trust us to work on their most important business initiatives.”

To meet its clients' specific needs, Point B employs people who have the capability of *leading* projects — not just managing them — a critical component to the success of most any initiative. The firm hires seasoned, highly experienced consultants with five to 15 years in the profession, compared to employees at Big 4 firms and other service-providers who generally have far less experience. That level of expertise enables Point B to add critical value to top-level executives and, most importantly, anticipate problems before they begin to surface at the client level.

“I like Point B because I can always depend on them for a local resource that is knowledgeable and skillful,” commented Cheron Vail, senior vice president and CIO at Portland health insurance provider The Regence Group.

“Point B consultants are tactful individuals,” continued Vail, “and whether they have specific healthcare industry knowledge or not, they always hit the ground running on their assignments with very little oversight.”

To that end, Pongon said he believes Regence and other local clients have responded well to Point B's leadership-driven approach to business consulting. “We appreciate all the support and trust our clients have provided Point B during this most recent growth phase. And we look forward to leading their most complex projects for many more years to come,” he stated.

Point B's growth isn't limited to its Portland office. The firm's Seattle practice has increased annual revenues by an average of some 20 percent since 2001, and 273 percent total during that same time period. Point B's Denver office has experienced nearly 26-percent revenue growth in the last fiscal year. And, over the past four years, Point B has nearly doubled its revenues for the company on the whole, providing for an approximately 23-percent average expansion per year for each individual Point B office location.

To meet increasing demand for services, Point B is recruiting throughout the West in an attempt to more than double its Denver and Phoenix consulting teams and increase staff in Seattle by more than a third. Point B is actively pursuing new-business opportunities in Portland and throughout the Pacific Northwest, especially in the areas of high-technology, healthcare, and manufacturing, among other industries.

About Point B

Point B is the first professional services firm focused on project leadership and execution. Founded in 1995, the firm provides a diverse and experienced team of locally-based project leaders to companies in Seattle, Denver, Portland and Phoenix. Organizations ranging in size from startups to Fortune 100 corporations turn to Point B for its ability to step into any segment or role of a mission-critical project and help lead it to success. And, unlike many professional services firms, Point B works exclusively for its clients and does not enter into alliances, reseller agreements, or other relationships that might compromise the firm's objectivity. Point B has attracted top project leaders from various industries by offering a culture that promotes flexible work schedules and well-rounded lifestyles for its more than 190 employees. Additional information on the firm and its offerings can be viewed online at <http://www.pointb.com>.

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