



Our work is fueled by innovative solutions.

helping to advance communities and
foster economic empowerment

btg
CONSULTING. COMPLIANCE. COMPETENCE.

At BTG, we provide turnkey solutions that minimize risk and optimize the inclusion of small businesses on large, complex projects.

Our management consulting firm is established as the preferred partner to lead inclusion programs for large, multi-billion-dollar construction projects and P3 initiatives.



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Clients and prime contractors hire BTG to provide transformative business practices and expertise in inclusion program management.

We work with clients to ensure that compliance requirements are met, and apply exclusive technology tools and methodologies to cultivate the use of small businesses so all operate at peak performance.



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Best-in-Class Reputation

As an esteemed small business that is known for its top caliber performance, thought leadership and innovative approaches – we are dedicated to passing our knowledge and practices on to other small businesses.

Our consultants are seasoned and bring diverse capabilities to our firm. They have spent decades working in the trenches for the industries we now consult, and joined the BTG team to extend their expertise to a wider spectrum of clients.



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At BTG, our entire business model and suite of exclusive software have been designed with our clients in mind to provide superior solutions that are customized, cost-effective, and results-oriented.



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Our Inclusion Program Solutions

Small Business Program Management

We assist clients with a turnkey suite of services in the design, implementation and coordination of small business programs.

Workforce Development (WFD)

At BTG, we work with clients and prime contractors to ensure local communities are engaged. Our methodology helps to establish and manage local Preferred Partner Network(s) and create strategies to measure and evaluate success.

Emerging Business Growth Strategy

Emerging businesses require mature management practices to sustain growth. We assess those practices and align them with the owner's vision.



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Our Business Management Solutions

Program Management and Implementation Support

Our priority is to help clients explore program relationships with major stakeholders, and integrate innovative techniques with existing processes and procedures.

Business Process Improvement (Re-Engineering)

We focus on change requirements that will affect people, information, technology and the organization as a whole. Our approach is embedded in a proven set of processes, tailored to each client's project.



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Our Business Management Solutions

Training Development and Delivery

Our consultants are experienced in adult learning theories, blended learning techniques and online training tools and have proven experience coaching management teams and mentoring workforce practitioners.

Strategic and Business Planning

We employ a consensus-based process that yields high ownership and accountability. Structured decision-making sessions are facilitated by consultants with extensive field experience, and are supported with logical planning steps that start with stakeholder input and end with specific and measurable objectives.



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Our Software Solutions

Management Maturity Model™ (M3™)

The Management Maturity Model™ (M3™) is BTG's specialized online technology framework to support its Small Business Program Management and Emerging Business Growth Strategy solutions.

M3™ is designed to assess the current growth stage and management capability of businesses. An analysis of key business elements, along with “maturity” scores across seven management categories, allows us to provide business owners strategies for growth. We use the data to assess their business needs, and deliver valuable resources and business opportunities.

We also use M3™ to assess and vet small business needs, to be successful on large-scale construction projects, as a way to manage and minimize project risks for our clients and primary contractors.



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Our Software Solutions

Online Compliance System™ (OCS™)

Compliance requirements are necessary but it doesn't have to be difficult and tedious. BTG's Online Compliance System™ (OCS™) is designed to support our Small Business Program Management solution. OCS™ provides organizations with an automated ability to track and maintain compliance with the U.S. Department of Transportation's regulation (49 CFR Part 26).

It has a unique design specialized for ease of use on large scale Design / Build and P3 projects. OCS™ collects and organizes subcontractor data at multiple tiers while also presenting an enterprise view of project or program goals. Access is easy and streamlined for all stakeholders to submit, approve and report required data.



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Our Software Solutions

Tempo™

Time is more than just money. It measures the growth of your small business towards success and sustainability. Tempo™ gives small businesses the necessary tools to accurately measure growth and identify areas of strength and opportunity.

Tempo™ is configurable, available from any web-enabled device, and designed to automate the otherwise tedious tasks of time management. Tempo™ follows DCAA compliance, supported with weekly activity logs and mandatory sign-offs on pertinent activities. If M3™ is the gauge that measures success, then Tempo™ is the fuel that pushes the needle forward.



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Our Software Solutions

Workforce Outreach Assistant (WOA™)

BTG has developed WOA™ to unify workforce development agents in the field. On the surface, WOA™ utilizes a simple form interface that restructures itself to work on any desktop or mobile device.

Behind the scenes, WOA™ puts to work a robust set of automations, such as geolocation tagging and activity logging. WOA™ works hard so that workforce development agents can focus on the human elements of transforming job-seekers into competitive employment candidates.



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Through our philanthropic arm, The DRANREF Foundation (TDF), we advance STEM education and entrepreneurship in underserved areas, and are passionate about empowering young people and creating opportunities that cultivate higher-order thinking, innovation, and social responsibility.



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Our Work



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BOWD Center Business Re-Engineering Process Program

The Virginia Department of Transportation Business Opportunity and Workforce Development (BOWD) Center's primary purpose is to provide training, assistance and services to Disadvantaged Business Enterprises (DBE). Although VDOT's BOWD Center was seen across the Nation as a leader in this area, VDOT's Executive Leadership was seeking more of an impact on the outcomes for DBEs in Virginia. Business Transformation Group (BTG) was asked to re-engineer the entire BOWD Center program to include the establishment of a one-stop-shop operation while also being present across the state in each of the nine Districts. The intent behind this re-engineering effort was not only to address the process and technology needs, but also to evaluate the personnel and organizational structure needs. Therefore, establishing it as a leader in providing support services to the DBE community.

Impact

- Established a leadership structure that directly connected the DBE community to future contract work at VDOT
- Created a program that provides support services across both the business and field related needs of DBEs.
- Designed a learning model that directly leveraged learning institutions within Virginia that offer business and technical training
- Developed a technology structure that automatically develops a training program tailored for an individual DBE needs.
- Developed a data warehouse portal concept that provides easy access to important information across all stakeholders, including FHWA.
- Designed an operating structure that fosters partnership, mentoring and training from prime contractors.



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Elizabeth River Tunnels (ERT)

The ERT Project is a \$2.1 billion, public-private partnership (P3) project, with the Virginia Department of Transportation (VDOT) and Elizabeth River Crossings (ERC) to provide transportation improvements and congestion relief through an extension of the Martin Luther King (MLK) Boulevard Expressway, construction of a new Midtown Tunnel and rehabilitation of the Midtown and Downtown tunnels. Business Transformation Group (BTG) provides program management and civil rights support toward the attainment of a \$500 million procurement goal for Disadvantaged Business Enterprises (DBE) and Small, Woman and Minority-owned (SWaM) businesses. BTG's approach to identify and vet capable small businesses for the project, while also reducing risks, has been recognized by Virginia Department of Transportation (VDOT) and the Federal Highway Administration (FHWA) as a "Best Practice" approach. BTG's work provides insight to small business owners about the prime contractor's expectations and project requirements, resulting in an increased potential for successful small business participation and local job creation. BTG partnered with the Southeastern Transportation Partners, a joint venture of Rummel Klepper & Kahl (RK&K) and Parsons Transportation Group, to execute BTG's strategic workplan to manage meeting the DBE small business and On the Job Training (OJT) goals on the project.

Impact

- Assisted in the execution of 46 design/build contracts, totaling \$61.5 million for DBE firms.
- Assisted in the execution of 145 design/build contracts, totaling \$34.4 million for SWaM vendors
- Assisted in the execution of 20 operations and maintenance contracts, totaling \$3.7 million for DBE firms.
- Assisted in the execution of 84 operations and maintenance contracts, totaling \$12.3 million for SWaM vendors.
- Facilitated three (3) regional DBE/SWaM Teaming / Matchmaking events.
- Organized and facilitated sixteen(16) SOW Opportunity Sessions.
- Identified and vetted over 600 small businesses with capabilities to perform for 82 SOW opportunities (Awareness and Risk Reduction)
- Facilitated DBE Opportunity Session for the MLK Expressway Extension for 21 potential contracting opportunities
- Assisted in the on-the-job training program graduating 75 trainees;



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Purple Line Light Rail Project

MTA's Purple Line project, the first Public Private Partnership (P3) project in Maryland, is a \$2.1 billion proposed 16-mile light rail transit line with 21 stations that will connect Montgomery County and Prince George's County. BTG provided Economic Empowerment Program (EEP) services for the project. The EEP included advocacy for small and disadvantaged businesses; developed and managed workforce development and targeted hiring programs; and developed and implemented small business sustainment strategies to assist businesses along the corridor during construction. BTG also provided critical consultation that resulted in important civil rights and small business program management requirements being included in the RFP used for selecting the project concessionaire.

Impact

- Worked with Leadership and Advisory Teams to guide goal setting and the unique P3 inclusion of 49 CFR and EEP commitments in both the RFQ and RFP
- Selected as Committee Members to evaluate proposals of the four shortlisted teams to support the selection of the Concessionaire
- Provided access to and guidance on BTG's Small Business Program Management process
- Conducted several awareness sessions attracting over 250 companies, of which over 100 have completed profiles and assessments
- Hosted 2 "Meet the Primes Speed Dating" Networking Events for S/DBE firms to market to the 4 shortlisted Concessionaire teams that attracted over 200 sub-consulting and subcontracting companies
- Partnered with USDOT to offer a Bonding Education Program to Small and DBE subcontractors
- Developed a "Preferred Training Program" of 16 agencies and organizations to train individuals in the project corridor
- Established a strategic sustainment model to assist over 400 companies along the project corridor requiring assistance during construction
- Worked with local and regional manufacturing companies to identify opportunities for economic development and job growth/creation



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Thank you.



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