



UpDate



HGM Management and Technologies Inc.

Happy Holidays!

December 2004

The President's Message



Horace McCormack
President and CEO

Greetings! It is with a great sense of pride that I greet you all through this medium—our first newsletter—and another accomplishment for HGM in 2004. Nothing happens before its time, and I guess this is as

good a time as any.

It has been a very busy and exciting year for all of us at HGM. Whatever the role you played in our company, I am sure it has not been easy to cover all the various tasks and projects with which you were challenged to develop the business or satisfy the client. Well, whatever role you played, please accept my heartfelt thanks. We are very proud.

It is through the efforts of a loyal, hard-working team that we were able to secure our new office home in Suite 602, win several new contracts with HUD, DHS, EPA, DEA, DC Gov, DOT, WSSC, DOL, among others. Special thanks to all our strategic partners who supported us in winning these contracts.

We were also able to complete a very tough engagement with HUD, the REAP studies which was done over the Spring and Summer predominantly. Congratulations to the HGM team which included our partner firms Grant Thornton.

The major highlight of our year was our nomination and subsequent receipt of the Small Business of the Year 2004 from the DC Chamber of Commerce. What an honor and accomplishment by the entire HGM team. Congratulations! You did well!

We are especially proud of our initiation of support for people with disabilities. This was effected through a relationship with NISH and several CRPs.

In looking forward to 2005, I would like once again to thank everyone, past and present, who have been on the HGM team, and for their role in helping HGM to arrive at this milestone.

As we approach the holiday season, I would like to wish each and every one of you and your families a peaceful and joyous holiday.

HGM - DC Chamber of Commerce Small Business of the Year—2004



HGM Management and Technologies, Inc. (HGM) is the recipient of the 2004 Small Business of the Year Award from the DC Chamber of Commerce. The award was presented at the Chamber's Annual Gala and Silent Auction which was held at the Marriott Wardman Park Hotel in Washington, D.C. on October 30, 2004.

HGM Management and Technologies, Inc. is an 8 (a) certified, and Local Small Disadvantaged Enterprise (LSDBE), professional services and systems inte-

gration firm that provides consulting and training services to clients in the Public and Private sector. Established in 1997, HGM continues to deliver client services in its areas of expertise of business process reengineering, performance management, change management, organizational development, supply chain management, human capital management, diversity management, industrial engineering systems integration, consulting and training.

Horace G. McCormack, founder and President/CEO, is an industrial engineer, management consultant, and trainer. Mr. McCormack received his Masters in Management and Bachelor of Science in Industrial Engineering from Polytechnic University in Brooklyn, New York. He also is a graduate

of the University of Technology and the University of the West Indies, Kingston, Jamaica, with certifications in Electrical Engineering and Management. Mr. McCormack is a senior member of the Institute of Industrial Engineers (IIE), and a Past President of the New York Chapter. He has been cited in the International Who's Who of Professionals, a member of and an active Rotarian who served as the American Society for Quality (ASQ), President of the Falls Church Rotary Club in Northern Virginia, and is currently an Assistant District Governor for District 7610, Virginia.

HGM - "Improving Individual and Organizational Performance to Achieve Excellence."



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Editor's Notes

Welcome to HGM's first newsletter. It's been long in the making and we are ecstatic that it is finally happening.

We think it is very important to share company 'happenings' as they occur. We are hoping that this vehicle will bring us all in sync with each other and create a "oneness" within the company.

HGM has had a lot to be thankful for in 2004, and we thought it only fitting that the newsletter makes its debut, highlighting it's accomplishments, and taking time out to greet everyone.

While we have not decided on the frequency of the newsletter's publication, it is hoped that it will be produced at the very least, every quarter.

Remember this is OUR newsletter. Please feel free to submit any articles of interest.

To all of you, and your families, I wish you a very happy holiday, and very best wishes for 2005.

*Carlota McCormack
Senior Editor*

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LOCATION! LOCATION!

For 2 years we had the pleasure of co-sharing office space with UNISYS on the 9th floor of 1150 17th Street. However, HGM's growth and UNISYS' decision to change headquarters, caused some movement to take place.

But, we did not go very far. We just moved a few floors down to the 6th floor in **Suite 602**.

Our new location will afford us the opportunity to remain in the district and continue our operations without much interruption.

We have been enjoying our new home, and we hope that everyone will be comfortable and happy.

And just in case you did not know, we also acquired offices in **Baltimore** at:

400 East Pratt Street
Suite 825
Baltimore, MD 21202

In **Florida** at::

3705 Aldergate Place
Casselberry, Florida 32707

and in **Atlanta** at:

3330 Cumberland Boulevard
Suite 500
Atlanta, GA 30339

Team Accomplishments

1. Kudos to the HGM HUD Team that successfully completed the REAP Project over the past summer, under the leadership of Larnise Johnson and Peter Russelburg of Grant Thornton. The team worked tirelessly to meet client deadlines and deliverables.



The HGM/GT HUD REAP Team

2. Special commendations to the HGM team that completed the District's Ariba E-Procurement System implementation project in partnership with UNISYS. Special commendations to Lenford Smith and Rodney Sherman, among others, who served on this engagement.

3. Congratulations to the HGM team, led by Calvin Tildon, that completed the DCOP Policies and Procedures Re-engineering project. Also, the project team led by Roy McCatty completed the 1st phase of the Archive Oracle Database Design and Development project.

4. Congratulations to the HGM team led by Larnise Johnson, and supported by Erika West, Desiree Dunham, Roy McCatty, Stan Ostaszewski, and Rita Prater, which completed a major organizational Development and Leadership Training program.

Silent Auction Leadership

Following on his success as Chairman of the Silent Auction Committee of the DC Chamber of Commerce, CEO Horace McCormack has been appointed Co-Chair of the Silent Auction Committee for the *Mardi Gras Madness* Gala which will be held on February 5, 2005 by the Hughes Spaulding Children's Hospital in Atlanta, GA.



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Recent—Contract Awards

1. **Environmental Protection Agency (EPA):** A 4-year contract to provide planning and organizational development services to various agencies with EPA.
2. **Department of Homeland Security (DHS):** A 5 year contract to provide a variety of management consulting, organizational development, facilitation, training and development, and other improvement services.
3. **DC Office of Personnel:** A 1 year contract to provide personnel management support to include classification management and program management. Also a contract to develop and implement an archival database to house policies and procedures for en users.
4. **US Housing and Urban Development (HUD):** HGM with Grant Thornton won a contract to perform a number of workload management studies across the agency. The first phase of this project has been completed and our client has expressed satisfaction.
5. **Drug Enforcement Administration (DEA):** HGM in partnership with Booz Allen and Praxis, won a contract to perform BPR, Modeling, design Development and implementation.
6. **Department of Labor:** HGM in partnership with Deloitte, LLP will perform systems integration, change management, and BPR work for the Department of Labor (DOL).

Our Partnership to Create Opportunities

One of the highlights of HGM's year is the establishment of its OPPORTUNITIES DIVISION, as it embarked on a relationship with NISH.

HGM entered into an agreement with NISH to work with that entity and its CRPs to create opportunities and employment for people with disabilities. Under this agreement, HGM will support the management of projects that are secured under 8(a)/JWOD initiatives.

So far this is off to a great start. Currently, this division operates from HGM's Satellite office at:

Harrison Place
Alexandria, VA 22314

Randy Davis and Bruce Harris, along with Roger Drew and Tapan Banergee, spearheads this effort. HGM is pleased to be associated with this wonderful group of individuals.

“Remember that winners do what losers don’t want to.”

Holiday Recipe

Hot Cranberry Toddy



The rich scent of spices will fill the air when you prepare this bracing beverage.

Ingredients

1 48-ounce bottle cranberry juice (6 cups)

1/2 cup sugar

1/4 cup lemon juice

3 1-inch-long strips lemon peel

2 cups water

3 inches stick cinnamon

1 teaspoon whole cloves

1/3 cup bourbon, rum, or orange juice

Lemon peel strips (optional)

Preparation

Combine cranberry juice, sugar, lemon juice, and water in a 4-quart saucepan or Dutch oven.

For spice bag, tie lemon peel, cinnamon, and cloves in a 6-inch square of 100 percent cotton cheesecloth. Add spice bag to saucepan. Bring just to boiling; reduce heat. Simmer, covered, for 10 minutes. Discard spice bag. Add bourbon, rum, or orange juice.

Transfer to a heatproof serving carafe or pot. Serve with a lemon peel strip in each cup, if desired. Makes about 12 (6-ounce) servings.

Nutrition facts per serving: 121 calories, 0 g total fat, 0 g saturated fat, 0 mg cholesterol, 3 mg sodium, 27 g carbohydrate, 0 g fiber, 0 g protein, 0% vitamin A, 79% vitamin C, 0% calcium, 1% iron.

(MSN Web Site)



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Improving Individual and Organizational
Performance for Excellence



We are on the web!
Visit us at:
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THE TEAM AT WORK



Making sure everything is in order -
April Jenkins with CEO Horace
McCormack



Larnise Johnson—Preparing for
a training session



Finance Genius, Executive VP
Robert Forbes



Play to Win! The HGM/HUD team
performing team development exer-
cises during project training.



CONTRACTING VEHICLES

GSA MOBIS – GS-10F-0341-M
GSA SERIES 70 IT: GS35F-0064R
District Of Columbia Supply Schedule (DCSS)
MOBIS – PODS 2003-C-918-41
Training Schedule – PODS-2004-C-924-11
IT Schedule (Services) – PODS-2004-C-920-65
TIPSS II #TIRNO-00-D-00023
US House of Representatives – IDIQ Contract
OPC0300017
NIAID (NIH) N07-A0-22753
USDOT – DTTS59-03-C-00415
Drug Enforcement Administration (DEA)
Partners:
Booz Allen Hamilton - DEA-03-R-0011-15
Praxis:-DEA-03-R-0011



Members of the HQ Team