



**Pierce, Monroe & Associates, LLC**

***Consistently Providing Service Beyond Our Clients' Expectations***

## **Company Overview**



Pierce, Monroe & Associates, LLC

## PM&A – Our History

*Pierce, Monroe & Associates, LLC is a Detroit based financial, management, and information technology consulting firm established in 1985*

### **Vision:**

*Continue becoming a nationally recognized consulting firm while retaining the client/ consultant relationship that a smaller firm can uniquely provide*

### **Mission:**

*PM&A, independently or through strategic alliances, provides innovative operational and technology solutions for its clients*

### **Competitive Advantage:**

*PM&A offers clients highly skilled and experienced professionals at a value oriented price point*



Pierce, Monroe & Associates, LLC

# PM&A – Our Services



**Pierce, Monroe & Associates, LLC**  
**Executive and Staff Consulting Team**

**Financial Consulting**



**Information Technology Consulting**



**Management Consulting**



**Pierce, Monroe & Associates, LLC is a Detroit based Financial, Management and Information Technology Consulting Firm established in 1985.**



*Pierce, Monroe & Associates, LLC*

# PM&A – Our Services

## Strategy Services

Strategic/Business Planning

## Analysis & Implementation Services

(Financial, Information Technology, and Operational)

- Business Process Improvement
- Financial Feasibility Studies
- Accounting Process Outsourcing
- Enterprise Risk Management
- Systems Implementation

## Best Practice Methodologies

- Project Management
- Change Management

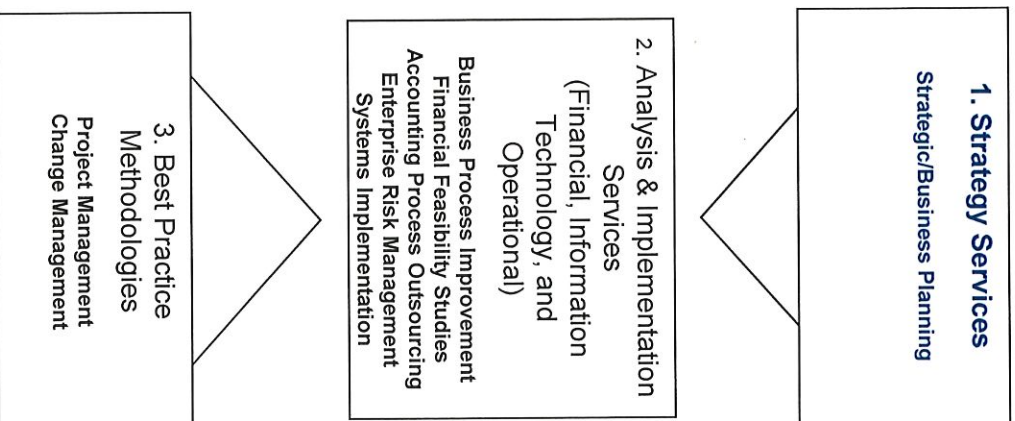
## Overview of Services

We have designed our services as a suite of offerings that can be applied at various levels across the organization, depending on our client's needs.



Pierce, Monroe & Associates, LLC

# PM&A – Our Services



## 1. Strategy Services

Planning is a critical part of ensuring the long term success of any organization. PM&A assists clients in creating or refreshing strategic plans and supporting business plans to address ever-changing marketplace dynamics.

**Strategic Planning** - Strategic planning is an effective way for an organization to establish its vision and goals, and chart a future course for the mid to long-term. A well-crafted strategic plan will enhance the ability of an organization to meet the challenges of the future and benefit from opportunities provided.

**Business Plan Development** - For organizations that have already established a clear strategic vision, business planning is an effective way to align and improve its operations. A business plan aids in focusing the activities of the organization to support the existing strategic plan.



Pierce, Monroe & Associates, LLC

# PM&A – Our Services

1. Strategy Services  
Strategic/Business Planning

2. Analysis & Implementation Services  
(Financial, Information Technology, and Operational)

Business Process Improvement  
Financial Feasibility Studies  
Accounting Process Outsourcing  
Enterprise Risk Management  
Systems Implementation

3. Best Practice Methodologies  
Project Management  
Change Management

## 2. Analysis & Implementation Services (Financial and Operational)

When assisting with analysis and execution, PM&A focuses on financial and operational issues impacting the organization. We ensure that the goals and objectives align with the overall organizational strategy.

**Business Process Improvement** - Whether re-engineering is required in conjunction with a systems implementation or simply to improve existing business practices, PM&A has the experience and expertise.

**Financial Feasibility Studies** - Our firm has assisted numerous clients requiring assistance with budget analysis and projections, economic impact studies, financial forecasting, user fee/rate analysis, financial feasibility studies, and documentation of policies and procedures.

**Accounting Process Outsourcing** - Many of today's successful organizations outsource accounting functions as an important strategy to add value, cut costs and support their growth. PM&A's business is adding value to your organization.

**Enterprise Risk Management** - PM&A's ERM methodology is designed to identify potential events that affect the organization and to manage the associated risks. It provides a structured, consistent, and continuous process for use across the entire organization.

**Systems Implementation** - PM&A's system implementation services provide clients with a complete, production ready implementation of a software system. Our services focus not just on software installation, but on software implementation to include: data preparation, change management, training, policies & procedures documentation, desk level procedures, and post implementation support.



1. Strategy Services  
Strategic/Business Planning

2. Analysis & Implementation Services  
(Financial, Information Technology, and Operational)  
Business Process Improvement  
Financial Feasibility Studies  
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Systems Implementation

3. Best Practice Methodologies  
Project Management  
Change Management

### 3. Best Practice Methodologies

Regardless of the type of engagement, PM&A consistently utilizes best practice methodologies.

**Project Management** - Today's organizations are required to implement increasingly complex projects more effectively and efficiently. Many organizations are challenged by time and/or skill set constraints when managing large-scale projects. PM&A integrates project management practices into all of its engagements. PM&A also has project management personnel available to assist clients with other discrete implementation activities.

**Change Management** - Critical to the success of any new broad-scale process, procedure or business venture is the change management process that surrounds it. Too often implementation activities fail or are minimized due to a lack of up-front planning, lack of buy in across the organization, low level of stakeholder engagement and management, slow adoption rate and/or lack of tie back to a broader business plan. PM&A assists organizations with navigating change to maximize performance.

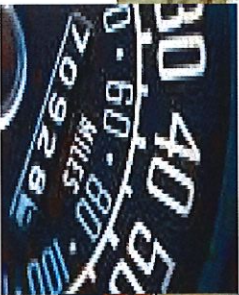


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# PM&A – Our Clients



**Government**



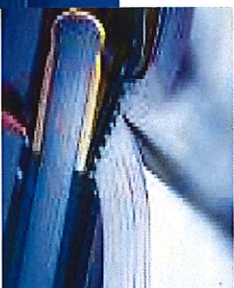
**Transportation**



**Airports**



**Technology**



**Education**



**Health  
Care**





*Pierce, Monroe & Associates, LLC*

## **Value to Clients**

### ***Value Focused***

Our engagements are driven by measurable performance improvements. We consistently focus our clients attention to the measurable value provided by our services.

### ***Deep Skills***

Our professionals average over 15 years of experience. This includes both Executives and Staff Consultants.

### ***Proven Methodologies***

Our projects are under the strict guidance of PM&A Methodologies. These methodologies serve as the foundation for our Quality Assurance activities as well as our executive and consultant Management by Objectives initiatives.

### ***Commitment***

Our firm's manageable size is such that we have a very strong and committed relationship with our clients and alliance partners. Each professional is personally responsible for the success of our projects, and the management of our relationships.



*Pierce, Monroe & Associates, LLC*

## Contact Information

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