



12600 W. Colfax Avenue  
Suite B-430  
Lakewood, CO 80215  
(303) 945-2700  
[www.brossgroup.com](http://www.brossgroup.com)

## Capability Statement

**Bross Group LLC | Delivering Results, Exceeding Expectations**

### Introduction

When looking for innovative business solutions or staffing needs, Bross Group can help. Bross Group is a national Professional Services company founded to provide a wide spectrum of business solutions delivered at an exceptional value point. We provide a complete array of staffing services to assist clients in all areas of their hiring needs. While our business was developed on expertise in the IT industry, we have also built on successes in a variety of other markets. We are focused on providing the best quality customer service within the consultant and staffing sectors and can deliver the following solutions:

- Consulting Services
- Contract to Hire Staffing
- Direct Hire Staffing
- Computer Application Development and Delivery
- Consultant Workforce Management
- Field Service Management

Bross Group is committed to offering a broad portfolio of IT and Business solutions tailored to our client's individual needs. In all the industries we serve, Bross Group is differentiated by its level of premier customer service, unsurpassed technology expertise, and enthusiastic people. What sets us apart from others is the breadth and scope of the services we provide and the relationships we build with our clients. Bross Group is proud to offer specialized consulting and staffing services in the following industries:

Information Technology  
Oil and Gas  
Renewable Energy  
Healthcare  
Sales  
Field Services  
...and more

Building a partnership with our clients through effective communication helps us to positively impact our ability to better assist them with the acquisition of highly skilled candidates to compliment their teams. Bross Group has talented resources on staff, as well as a large network of highly skilled personnel available to consult on short or long term projects.

**We pride ourselves on delivering results and exceeding expectations.**



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## Excellent Rates | Top Talent

At Bross Group we understand the need to often identify individuals to augment an existing team or a cost effective solution for freeing up your own resources to focus on strategic initiatives.

In order to compete in today's consulting environment we have concentrated on keeping expenses low to better ensure success and satisfaction for our clients and our employees. By keeping overhead low we are able to:

- Provide excellent rates and ultimately better value to our clients.
- Retain top talent in each of our areas of expertise by offering very competitive compensation.

## Corporate Overview

Bross Group is a small, woman-owned business providing the best quality customer service within the consulting and staffing sectors. As a woman-owned business, we offer the added value of helping our clients to attain their diversity goals. Although we have grown rapidly over the last few years, we work hard to maintain a low overhead structure and continue to offer our clients the advantages of working with a small business.

As a small business, we have the ability to offer flexible strategic solutions, innovative business strategies, increased operating effectiveness, and improvement to our client's overall business performance. We offer core competencies in Consulting, Staff Augmentation, Direct Placement, Consultant Workforce Management, and Application Development.

Our process is among the best in the business. Our Staff possess both solid business understanding and outstanding technical knowledge. Our approach is flexible yet comprehensive. We involve clients in every step to ensure clear expectations are set and superior communication is achieved. We focus on finding the exact solution, and then strive to deliver results and exceed expectations.

This management philosophy gives us three distinct advantages over our competitors:

- **First**, we are highly focused on our clients and provide rapid, top-notch service to exceed their expectations.
- **Second**, we don't have the overhead which is inherent with how many consulting and staffing companies are organized and managed. We provide superior service at a reduced cost to our clients. Our lower cost structure enables us to recruit and retain a higher level of quality in the consultants that we provide. In addition, we can also provide off-shore capabilities, if applicable, which can reduce our client's ultimate cost.
- **Third**, and probably most importantly, our management philosophy allows us to maintain a more personal relationship with each of our employees and clients. We seek to build long term relationships with our consultants and clients, providing opportunity for growth, rewarding success, and having fun.

## Professional Services

When looking for a company that offers a variety of strategies to tackle any project or staffing needs, Bross Group can help. Our focus of working in partnership with clients allows us to successfully perform the following services:

### Consulting

Bross Group is an IT services firm stacked with experienced, talented professionals who are committed to the success and satisfaction of our clients. Our flexible methodology and collaborative, customer-centric approach means we tailor our services to meet the unique needs of each individual client. We adapt our services to meet those needs, transfer knowledge, and deliver exceptional results - quickly and cost-effectively.

Bross Group offers the breadth and depth of larger consulting firms combined with the intimacy of a smaller firm. Bross Group's knowledge in many major technology areas is unique and provides inside access to the latest technologies and talent.

With Bross Group, you can realize the results of better integration between business and technology. We can assist clients manage the complexities, control the costs, and deliver on the promise of a more efficient and productive enterprise. Our experience, passion and customer-centric approach have resulted in a long track record of successful people and successful projects.

Bross Group provides clients with a flexible, collaborative approach; clear industry perspective; and the breadth, scale and experience to deliver results-on time and on budget. The company is most noted for its technology expertise; its strong track record of delivery; and its experienced, talented people. Bross Group's leadership in customer satisfaction has been recognized.

Bross Group takes a holistic view of an organization's business issues when determining the approach and experience required for client engagements. Aspects such as technology, geography and customers are considered in finding the right solution.

### Staff Augmentation

The tight budgets that have prevailed for the past several years have left many IT organizations operating at a bare minimum. Yet never before has the demand been greater for IT to be able to respond to business demands and the changing needs of the enterprise. Today's technology leaders need to have the right number of IT professionals, with just the right skill sets, available to be deployed when and where they are needed most. Bross Group can help meet your needs for flexible staffing.

Whether you are looking for a project manager, a business analyst, an architect or a developer, we have the resources to complement your team for the length of time you require. Bross Group's experienced, talented professionals are fully committed to the success and satisfaction of our clients. With an average of more than 14 years of experience, our consultants are able to jump right in and begin adding immediate value to your project or initiative.

### Direct Placement

Our Direct Placement Team realizes the importance of quickly and successfully identifying the right candidate for the job. We have a strong and developed pipeline of highly qualified and available professionals ready to help drive the success of your business.



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Prior to presenting a candidate for any position, we qualify them through a systematic screening process. Only upon an acceptable qualification from this process will a candidate be presented for consideration. We are also able to offer other qualifications as needed; such as background checks and pre-employment drug screening.

In addition to qualifying and presenting candidates with the best match in skill sets based on the client's needs, we also strive to match candidates who would be the best fit within the corporate culture. In all cases, we strive to match only candidates who exemplify the values and philosophies of Bross Group, and we hold our candidates to a very high standard.

### **Application Development**

Developing new technology applications in today's highly competitive marketplace is much more challenging than it was even a few short years ago. Organizations must now consider complex issues like security, branding, optimization and integration with partners and customers. Most executives today are demanding a quick return on investment for any newly built application.

The technology boom of the 1990s has led to an abundance of systems that don't work well together and are unable to adapt to new business needs and conditions. These systems are typically isolated from other systems within the enterprise, leading to islands of unshared data and an organization's inability to respond to demands for greater integration.

Bross Group has the expertise and experience necessary to architect, design and implement industrial-strength technology solutions. We understand the complexities and demands involved in developing a full-scale technology application. Our experienced consultants intimately understand a wide variety of technologies, application servers, and integration methods, and they leverage formal project management and a phased approach to develop and implement successful applications.

### **Consultant Workforce Management**

Bross Group's Consultant Workforce Management solution can help your organization reduce the administration and liability associated with a large number of consultants or independent contractors.

At Bross Group we understand the complexities that may exist when your organization employs a large number of independent consultants/contractors. Effectively managing this ever-growing aspect of your workforce can be one of the greatest challenges facing companies today.

Consolidating your current consultant workforce offers your organization the ability to have a single vendor relationship with Bross Group. This service can ensure ongoing monitoring of your contractual obligations with the multiple consultants/contractors you have on staff.

Our services may include the following offered to independent consultants/contractors:

- Payroll Services
- Holiday Pay
- Vacation Pay
- Sick Pay
- Medical Allowance

### **Field Service Management**

Bross Group's Field Service Management (FSM) was created with the goal of optimizing processes for companies whose success is dependant upon technicians in the field. Our FSM focuses on implementing practices which will ultimately reduce calls between call centers and technicians;



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eliminate much of the administrative and manual tasking; improve business processes from the point a request for service is made; and manage your field service business in real time. This requires accurate and frequent views into Field Service Data to track work order status, technician productivity, and customer satisfaction among other things.

Bross Group has partnered with AMTECH, a leading provider of Enterprise Service Management Systems, to offer our client's a strong software infrastructure built with the latest Microsoft technology. **SERVTRAC®.NET** is a suite of integrated field service management solutions that provide the tools your company needs to manage all aspects of service delivery.

Here are just some of the areas where **SERVTRAC®.NET** and Bross Group can help to simplify and automate your field service process:

- Call Center Management
- Graphical Call Boards
- Mobile Data - Wireless Field Service
- Web-Based Customer Service
- Order Management
- Contract Management
- Inventory Management

## The History of Bross Group LLC

Bross Group LLC was founded in January 2004 by Kathleen Conner and Steve Conner. The goal was to provide the best quality customer service while striving to deliver exceptional results and exceed client expectations.

The name "Bross" comes from Mount Bross, a "fourteener" situated in the Mosquito Range just south of Breckenridge, Colorado. It is an impressive mountain that bears the history it has weathered in the old mining roads that traverse back and forth across its trails on the north face. Mount Bross is the first "fourteener" the founders hiked. The peak was reached by setting a clear goal, training to attain that goal, and most importantly working with the mountain and persevering to find their way through the paths to the top of the peak.

Bross Group was in the works for almost two decades as its founders were gathering a mountain of experience and building strong networking capabilities. They learned that if you take a good foundation, temper it with hard work and great effort, and work with clients in partnership to fulfill their needs, it is easy to reach the peak.

With this history, Bross Group has evolved to a firm of experienced, talented, and seasoned professionals committed to the success and satisfaction of our clients. Bross Group offers the breadth and scope of a larger consulting firm without taking away the focus and attention each of our clients deserve. We offer a flexible methodology with a customer-centric approach to meet the unique needs of each individual client. We adapt our services, transfer knowledge, and deliver exceptional results – quickly and effectively. Bross Group offer innovative solutions and caring attention to detail. We recognize the importance of the relationships we establish with both our clients and our consultants, as well as the relationship developed between them. At Bross Group our success is measured by the success of our clients and we want to help each of our clients reach the Peak!





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## Primary NAICS Codes and Descriptions

5415	Computer Systems Design and Related Services
5416	Management, Scientific, and Technical Consulting Services
541612	Human Resources and Executive Search Consulting Services
5419	Other Professional, Scientific, and Technical Services
5613	Employment Services

Primary SIC Code  
7361                      Employment Agencies

## Information

### How can we help you?

Call us at 303-945-2700 or write to us at [info@brossgroup.com](mailto:info@brossgroup.com).

Headquarters in Colorado

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Web Address

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Taxpayer Identification Number (TIN)

45-0535047

DUNS Number

78-287-7174

Woman Owned Business Certification

NWBOC Registration #RCMP5340

01/30/2008 – 01/29/2009

Awards (2007)

Denver Business Journal's "Best Places to Work"