

▶ ABOUT PIVOTAL SOLUTIONS MANAGEMENT

Pivotal Solutions Management, LLC (PSM) is an Economically Disadvantaged Women-Owned Small Business (EDWOSB) that is dedicated to exceeding the research & development, education & training, management consulting, design & media production, and IT solutions needs of government agencies, nonprofit organizations, and businesses. Our firm's advanced knowledge and versatility in diverse subject matters are key components to set us apart as a company that mobilizes government entities, nonprofits, and businesses as well as help them to make their next pivotal decisions and moves.

▶ PIVOTAL SOLUTIONS MANAGEMENT'S CERTIFICATIONS

D-U-N-S Number: **118155701**

CAGE CODE: **93ZX7**

CERTIFICATIONS: **EDWOSB, SDB**

▶ ABOUT PIVOTAL SOLUTIONS MANAGEMENT'S CEO

Dr. LaKeisha Lowe is the CEO of Pivotal Solutions Management, LLC and has approximately 20 years of experience in the government, financial, legal, education, and nonprofit sectors. Her experience extends from collaborating on and managing \$3M + revenue generating projects as well as planning and organizing training programs totaling approximately 600+ hours. Dr. Lowe is a detailed-oriented project manager, educator, researcher, and communicator who is committed to producing effective and efficient solutions and outcomes for clients.

▶ MEET THE TEAM

Dr. Joyce Johnson, PhD

Director of Research and Development

Tangela Richmond, Esq.

Director of Education and Training Services

Dr. Dwanda Farmer, PhD, PMP

Director of Management Consulting

Jarius Lowe

Director of Design and Media Production

Mark Richmond

Director of IT Solutions

▶ CORE CAPABILITIES

Research & Development



- Research & Evaluation Services
- Data Collection & Analysis – Quantitative & Qualitative
- Business Research & Development
- Financial Analysis
- Grant Management

Education & Training Services



- Instructional/Curriculum Design
- Leadership Training
- Team Building/Training
- Virtual/eLearning
- Exam Preparation & Tutoring

Management Consulting



- Program & Project Management
- Event Planning/Meeting Logistics & Support
- Business & Technical Writing Services
- Proofreading & Editing Services
- Translation & Interpretation Services

Design & Media Production



- Audio Visual Services
- Multimedia Production & Editing
- Graphic Design
- Photography & Illustration

IT Solutions



- Application & Website Development/ Maintenance
- Application & Website Hosting
- Social Media Management
- Data Management
- Computer Data Storage Services
- Computer Facilities

PROJECT HIGHLIGHTS

Pivotal Solutions Management, LLC has provided services, support, and solutions for the following projects:

Research & Development



CAPELLA UNIVERSITY

Evaluated and assessed the organizational and financial performance of nonprofit organizations with gross receipts and assets ranging from \$1M to \$20M.

Education & Training Services



STATE BAR OF GEORGIA

Executed 50+ one-day and multi-day continuing legal education (CLE) seminars to strengthen the knowledge and expertise of approximately 100 – 300 attorneys, judges, and legal professionals at each seminar.

Management Consulting



HELPING HANDS

Over a 3-year span, recruited, trained, and managed an annual average of 700+ volunteers, resulting in 3200+ volunteer hours being performed each year.

Design & Media Production



MERCER UNIVERSITY BROADCASTING TEAM

Collaborated with a film crew consisting of 10 – 11 staff members and interns to record an annual average of 40 – 50 football, basketball, and baseball games that were broadcasted as live events for ESPN Digital and the Southern Conference Digital Network.

IT Solutions



CENTRAL GEORGIA TECHNICAL COLLEGE

Prepared and oversaw a 10-week hybrid English course using Blackboard, a technology learning portal, for approximately 30 first-year college students.

NAICS CODES

Primary Code: 541611 – Administrative Management and General Management Consulting Services

Secondary Codes:

Research & Development

541720 – Research & Development in the Social Sciences & Humanities
541910 – Marketing Research & Public Opinion Polling
541715 – Research & Development in the Physical, Engineering, and Life Sciences (except Nanotechnology & Biotechnology)
541713 – Research & Development in Nanotechnology

Education & Training Services

611430 – Professional and Management Development Training
611420 – Computer Training
611710 – Educational Support Services
611310 – Colleges, Universities, and Professional Schools
611210 – Junior Colleges
611519 – Other Technical and Trade Schools
611699 – All Other Miscellaneous Schools and Instruction

Management Consulting

561591 – Convention and Visitors Bureaus
561920 – Convention and Trade Show Organizers
721110 – Hotels (except Casino Hotels) and Motels
722320 – Caterers
541618 – Other Management Consulting Services

Design & Media Production

512110 – Motion Picture and Video Production
512191 – Teleproduction and Other Postproduction
541430 – Graphic Design Services
541922 – Commercial Photography

IT Solutions

518210 – Data Processing, Hosting, and Related Services
519130 – Internet Publishing and Broadcasting and Web Search Portals
541512 – Computer Systems Design Services
541513 – Computer Facilities Management Services
541519 – Other Computer Related Services