



HGM Management and  
Technologies, Inc.

# Update

*Happy Holidays!*



December 2005

## The President's Message



*Horace McCormack  
President and CEO*

It seems like only a few weeks ago we celebrated the holidays, and enjoyed the festive season. Well, it is that time again when we get to express our thanks to those who made our successes possible. To our clients, our partners, and our staff, we say "Thank You." Without your support HGM would not be able to sustain its growth and development during the challenging and good times alike.

Truly there were some challenging moments on particular engagements and in general. However, on each occasion, our team members demonstrated their resilience and professionalism to our customers to pull HGM through.

We were blessed last year with the DC Chamber of Commerce's coveted award for Small Business of the Year, which we were indeed honored to receive. With that we joined the ranks of other outstanding businesses and leaders in the region. Good fortune has once again followed us, when we were recently honored by DiversityBusiness.com with 2 awards—Top Small Business and Top Diversity Business (Washington, DC) for 2005.

For this we are truly grateful, and share this accomplishment with all our wonderful staff and team members, along with our partnering entities and our clients.

HGM works closely with several entities; Deloitte, Booz Allen Hamilton, EG&G, Smart LLP, Wilson, Unisys, MCR, Grant Thornton LLP, and ARTI.

These entities have repeatedly supported us as primes or subcontractors. We appreciate all their help. We continue to support these who are less fortunate through our community service efforts and our great partnership with NISH.

We look forward to your continued support in the coming year, and wish for all of you and your families a joyous and peaceful holiday.

Horace

## HGM Named Top Small Business & Top Diversity Owned Business



On Thursday, November 3, 2005 HGM was once again the recipient of great news! Another award!

An e-mail from the nationally recognized DiversityBusiness.com's President & CEO, Kenton Clarke, announced that HGM was selected as a Top Small Business in Washington, DC. **HGM ranked #10 on the 2005 Top Diversity Owned Business list, and #11 on the 2005 Top Small Business in D.C. list.**

Quite an honor and a feat for this small, young, and growing professional services firm.

Over 500,000 businesses in the United States had the opportunity to participate in DiversityBusiness.com's 6th annual survey. The awards were based on annual gross sales, and is the basis of the company's annual Top Business List which is seen by over 15 million people and is used by major corporations and large buying organizations for finding new business partners.

The awards will be presented at the company's 6th Annual DiversityBusiness.com Multicultural Awards Ceremony and Forum, March 29-31, 2006 at the MGM Mirage in Las Vegas.

HGM is honored to be a part of this prestigious group of honorees, and looks forward to attending the grand occasion. We are confident that this recognition will be an asset to the firm's growth, and extends its gratitude and best wishes to DiversityBusiness.com.

**Thanks and Congratulations  
to the  
HGM Team**



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## Editor's Notes

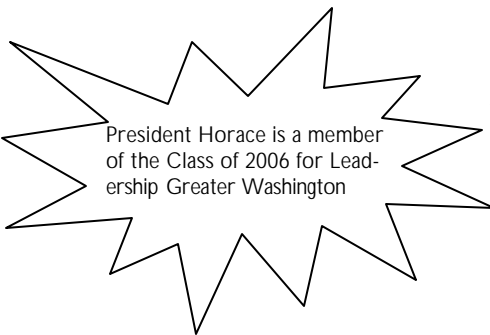
It's indeed a pleasure to once again greet you through this medium.

It's also hard to believe that another year is coming to a close. Quite a few persons, including myself, have often remarked on how quickly this year has gone by.

A lot has happened during the year—challenges, successes, disappointments, new staff, fun, and lots of work. So much so, despite all our best intentions and attempts, we were unable to publish our newsletter each quarter, as promised. Nonetheless, thanks to e-mail, we were able to keep our communication going.

As we close the year, I would like to extend to you all a very happy and safe holiday, followed by all the very best for the New Year.

Carlota



## Our Night at the Awards...



On Saturday, October 29, 2005, members of the HGM team, led by President/CEO Horace McCormack, again attended and actively participated at the Annual DC Chamber of Commerce's Choice Awards Gala, at the Woodley Park Marriott Hotel.

During the evenings elegant award ceremony, President Horace had the distinct pleasure of introducing the 2006 Small Business of the Year recipient. As you may recall, HGM proudly held that title for the 2004 year.

That award signified the beginning of a new era of challenges, successes, new partnerships and friendships for HGM, and for which we were truly thankful to the DC Chamber and all those who supported us.

HGM is committed to continue working with the Chamber.

## Team Accomplishments

1. Kudos to the HGM team that performed superbly under tremendous pressure to complete the DCOP Classification Phase II Project. Team members worked tirelessly to meet their September 30, deadline with all deliverables.
2. Special commendations to HGM team members Rodney Sherman and Lenford Smith, who worked on the District's Ariba E-Procurement System Implementation project in partnership with UNISYS, last year. They are again, alongside other team members, on another phase of this engagement, and doing a wonderful job.
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. Kudos to the HUD REAP Team led by Larnise Johnson, Desiree Dunham and Shakera Daley, who successfully completed the REAP Project last summer, and are again at the top of the new team working tirelessly to meet client deadlines and deliverables on a new phase of this project.

## Silent Auction Leadership



In our last issue, we reported that following on his success as Chairman of the Silent Auction Committee of the DC Chamber of Commerce, CEO Horace McCormack was appointed Co-Chair of the Silent Auction Committee for the *Mardi Gras Madness* Gala which was held on February 5, 2005 by the Hughes Spaulding Children's Hospital in Atlanta, GA.

Well, we are happy to report that the event was quite a success, and everyone was pleased with Horace's leadership. HGM is currently focusing on building it's Atlanta office, which should be in full swing by January, 2006.

We are also happy to report that Horace was once again back in the stirrups as Chairman for the DC Chamber's Annual Silent Auction Committee, for their 2005 Choice Awards, and that was also another great success.

Seems like Horace has another career upon retirement. :) Way to go, Horace!!

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## Recent—Contract Awards

1. **ENSCO:** HGM won a contract to perform a review and analyses of the 17 functions with this fast growing firm.
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. **DCOP:** 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. **HUD REAP:** HGM 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. **Environmental Protection Agency (EPA):** HGM was awarded a BPA to perform a variety of professional services under our GSA MOBIS contract.
6. **Department of Labor (DOL):** HGM in partnership with Deloitte, LLP will perform systems integration, change management, and BPR work for the Department of Labor (DOL).
7. **Department of the Navy:** HGM, in partnership with MCR, Titan and others, was awarded a 5 year contract to support the SEAPORT – E contract.
8. **Department of the Navy:** HGM, in partnership GT was awarded a 5 year contract to provide A-76 commercial activities.
9. **DCPS:** HGM was awarded a contract to support the implementation of an E-Procurement & Automated System support.
10. **NRC:** HGM was awarded a 5 year contract to provide OD and Leadership Development Training.

## HR Corner

Since the beginning of the year, we have had a few additions to the staff. We have welcomed some new team members into the HGM family, and have said good-bye to one. Joining us are: Gwendolyn Clark—Senior Manager, Andrea Robinson, Nicole Johnson, and LaTrisha West —Senior Consultants; Janine Militano—Junior Consultant; Ronald Wells, Sr.—Systems Analyst; Hilbert Christensen—Sr. Financial Analyst; Bernard Robinson—Administrative Assistant; James Voigt, Librarian. More recently, Crevante Proctor, Davita Crawford and Sharee Brent joined the HGM team on its DCPASS Readiness contract.

We were also fortunate to have had Sharee Brent, Executive Assistant and Tiffany Richardson, Administrative Assistant, on our team at the DBRAC contract; Georgette Downer and Charmaine Daniel-Thomas at DCOP, and Tanya Laurencea, Adrian Wright and Rochelle Soriano, at DCPS, Credentialing. They all performed excellently. We trust they enjoy their stay with us.

## Holiday Recipe

So, the cold days are back, and once again the kitchen is our friend. Not only does it provide extra warmth, but comfort is found there while preparing wonderful recipes such as this delicious holiday drink. Here's something you could try.

### Mama's Eggnog

Recipe Summary

Difficulty: Easy

Prep Time: 20 minutes

Inactive Prep Time: 1 minute

Yield: 8 to 10 servings



- \*6 egg, separated
- 3/4 cup sugar
- 1 pint heavy cream
- 4 pints milk
- 1/2 pint Bourbon
- 1 tablespoon vanilla
- Nutmeg

In a bowl beat the egg yolks with the 1/2 cup of sugar until thick. In another bowl beat the egg whites with 1/4 cup of sugar until thick. In a third bowl beat the cream until thick. Add the cream to the yolks, fold in the egg whites, and add the milk, Bourbon, vanilla, and a pinch of nutmeg, if desired. Chill in freezer before serving. Serve eggnog in a large punch bowl.

**\*RAW EGG WARNING** The American Egg Board states: "There have been warnings against consuming raw or lightly cooked eggs on the grounds that the egg may be contaminated with Salmonella, a bacteria responsible for a type of foodborne illness. Healthy people need to remember that there is a very small risk and treat eggs and other raw animal foods accordingly. Use only properly refrigerated, clean, sound-shelled, fresh, grade AA or A eggs. Avoid mixing yolks and whites with the shell."

(Adapted from Food Network)

***"How far you go in life depends on you being tender with the young, compassionate with the aged, sympathetic with the striving, and tolerant of the weak. Because someday in life you will have been all of these."***

- George Washington Carver

## HGM HOSTS LEADERSHIP EXCHANGE PROGRAM

On Friday, March 18, 2005, HGM, in partnership with The Wilson Collaborative (TWC), hosted a Leadership Exchange Program at the Mayflower Hotel. HGM and TWC teamed together to introduce an effective and new opportunity to executive professionals and decision makers on how to create high performance and greater working relationships within their organizations. This special introductory program allowed participants to explore the HGM/TWC methodologies, ensuring that they would return to their organizations with new ideas on achieving business goals and objectives. Participants were very satisfied with the contents of the program and left energized to initiate improvement projects.

We believe that change is not only necessary for the faltering organization; it is also essential for any organization that seeks to become optimally effective, competitive, and customer-driven. Every business has the capacity to become just that. These methods have brought about revolutionary change, created cultural alignment, and produced results evident in the bottom line of organizations nationally and internationally. HGM/TWC would like to introduce your organization to this exciting change model, a process TWC founder and world renown leader, Larry Wilson calls, **"The Great Game of Life."** **"The Great Game of Life™"** focuses on the "hard" and "soft" aspects of growth, in order to wholly integrate "business" strategy with "culture" strategy, to achieve sustainable long-lasting change and high performance.

In partnership, the HGM/TWC team would like to introduce an opportunity to "awaken" and change your organization through these revolutionary methods. Please call us for an executive briefing or for more information.



Larry Wilson—the Master—at work



Matt Hanrahan



The attentive audience



Matt Hanrahan and Larnise Johnson,



L-R(Back):Matt Hanrahan, Horace McCormack, Larnise Johnson, Larry Wilson, Carlota McCormack, John Griffin. L-R (Front):Desiree Dunham and April Jenkins.

### 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 –PODS-2004-C-920-65  
 TIPSS II #TIRNO-00-D-00023  
 US House of Representatives –  
 IDIQ Contract OPC0300017  
 NIAID (NIH) N07 -A0-22753  
 DHS BPA #  
 USDOT – DTTS59-03-C-00415  
 Drug Enforcement Administration (DEA)



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