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Point B Adding 60 New Associates at Seattle Office

Local professional-services firm responds to rising client demand, rapid growth in revenues by bolstering staff throughout the West; Point B uses “personalized approach” to project-leadership services, strong regional reputation to achieve unprecedented growth

SEATTLE (June 14, 2005) — Since starting in 1995, Point B Solutions Group, LLP has positioned itself as one of the area’s most successful providers of project-leadership services. The firm, which has offices throughout the West, leads corporations and other organizations through the planning and implementation of highly complex, bottom line-oriented initiatives.

Over the past five years alone, Point B has experienced a dramatic growth in annual revenues, including 20 percent in Seattle and even more when all offices are taken into account. Now, Point B is making its biggest leap ever, adding 60 new Seattle associates — 75 consultants company wide — in an effort to expand its local consulting team by a third and increase capacity throughout the firm by more than 40 percent.

The burgeoning Seattle-based firm attributes its rapid growth to several factors, including Point B’s ability to generate repeat business and word-of-mouth referrals from its long list of clients, which ranges from startup organizations to Fortune 100 corporations located around the region.

“Our successful industry track record has certainly been one of the most important catalysts for growth over the past few years,” said Point B’s Tim Jenkins. “Our clients really understand the value of project leadership, and they trust us to work on their most important business initiatives.” Jenkins founded Point B’s Seattle office in 1995 with Darran Littlefield and Jim Hodge before opening other practice areas in Portland, Ore., Denver, and Phoenix.

“We also think the market has responded favorably to our leadership-driven approach to business consulting,” continued Jenkins. “Having someone who can *lead* projects — and not just manage them — is critical to the success of most any initiative, especially those that simply can’t fail.”

Point B employs seasoned, highly experienced consultants with five to 15 years in the profession, compared to employees at Big 4 firms and other service-providers who generally have far less consulting experience. According to Jenkins, that level of expertise enables Point B to add critical value to top-level executives and, most importantly, anticipate problems before they have begun to surface at the client level. Some corporate executives, in fact, refer to Point B associates as their own project “agents.”

“As the business marketplace becomes increasingly complex, so, too, do the challenges facing organizations that are seeking any possible edge against the competition,” explained Jenkins. “These are huge, complex initiatives that require experience in a wide range of industries and situations.”

Jenkins stressed that Point B’s growth isn’t limited to Seattle. The firm’s Portland practice has increased annual revenues by an average of more than 110 percent since starting in 2001, and 620 percent total during that same time period. Point B’s Denver office has experienced nearly 26-percent revenue growth in the last fiscal year. And, over the past four years, Point B has nearly doubled its revenues for the company on the whole, providing for an approximately 23-percent average expansion per year for each individual Point B office location.

To meet increasing demand for services, Point B is recruiting throughout the West in an attempt to more than double its Denver and Phoenix consulting teams and increase staff in Portland by nearly 100 percent. Point B is actively pursuing new-business opportunities in Seattle and throughout the Puget Sound region, especially in the areas of high-technology, healthcare, and manufacturing, among other industries.

“We appreciate all the support that our valued clients have provided over the years; without them, Point B would have never experienced this type of growth. We look forward to leading their most complex projects for many decades to come,” added Jenkins.

About Point B

Point B is the first professional services firm focused on project leadership and execution. Founded in 1995, the firm provides a diverse and experienced team of locally-based project leaders to companies in Seattle, Denver, Portland and Phoenix. Organizations ranging in size from startups to Fortune 100 corporations turn to Point B for its ability to step into any segment or role of a mission-critical project and help lead it to success. And, unlike many professional services firms, Point B works exclusively for its clients and does not enter into alliances, reseller agreements, or other relationships that might compromise the firm's objectivity. Point B has attracted top project leaders from various industries by offering a culture that promotes flexible work schedules and well-rounded lifestyles for its more than 190 employees. Additional information on the firm and its offerings can be viewed online at <http://www.pointb.com>.

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