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Point B More Than Doubling Staff in Denver Office

Local professional-services firm's "personalized approach" to project leadership helps it to expand by nearly 245% over last year; Point B responds to rising client demand, rapid growth by bolstering staff locally and throughout the West

DENVER (June 14, 2005) — Since starting in 1995, Point B Solutions Group, LLP has positioned itself as one of the most successful providers of project leadership services. The local business-consulting firm leads corporations and other organizations through the planning and implementation of highly complex, bottom line-oriented initiatives.

Now, Point B's Denver practice is experiencing its most significant growth in company history, announcing today the local office is on pace to triple its 2004 revenues, up some 243 percent in 2005 compared to the first two quarters of last fiscal year. That rapid growth is prompting Point B to pursue at least six new local consultants — and 75 total company wide — in an effort to double its staff and continue serving clients throughout Denver's business community.

Point B attributes its rapid growth to several factors, including Point B's personalized approach to project leadership and its ability to generate repeat business and word-of-mouth referrals from its long list of clients, ranging from startup businesses to Fortune 100 corporations in Denver and around the region.

"Our practice has more than 135 years of collective experience in realizing successful project outcomes for our valued clients," said Practice Director Rick Warter, who started Point B's Denver office in 2003. "It's that type of experience we'll be seeking during this latest round of hiring."

To that end, Warter stated that Point B will look for consultants who have the distinct ability to *lead* projects — not just manage them — one of the key components to achieving success on critical

business initiatives. Point B employs seasoned, highly experienced consultants with an average of 10 to 15 years in the profession, compared to employees at Big 4 firms and other service-providers who generally have far less consulting experience. That level of expertise, stated Warter, enables Point B to better serve top-tier executives and anticipate problems before they surface at the client level.

“Our track record within the industry is rock solid, and that has enabled us to experience some massive growth over the past couple of years,” he commented. “Our clients really understand and embrace the value of project leadership. We appreciate their trust and look forward to leading their most complex projects for many more years to come.”

Despite Point B’s plans for expansion in Denver, the company’s growth isn’t limited to its local office. In fact, since 2001, Point B’s Seattle practice has increased revenues by an average of 20 percent per year, and 273 percent in total. Moreover, Point B’s Portland office has grown by nearly 111 percent annually since 2001, and 620 percent total over the past four years. During that time, 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, Phoenix and Portland consulting teams and increase staff in Seattle by more than a third. Point B is actively pursuing new-business opportunities in Denver and throughout the West especially in the areas of high-technology, healthcare, and manufacturing, among other industries.

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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