

2008

Dynamic Leadership Consulting Group, Inc.

Capability Statement



Company Description

Dynamic Leadership Consulting Group, Inc. (DLCG) is the culmination of years of a developing vision to create a facilitation-focused consulting group. The company grew out of the combining of two independent consulting practices by our two principals with a focus on creating a **Center of Excellence and Leadership in Facilitation**, an LLC of the same name. In 2004 we realized that an expansion of that excellence into related approaches of Consulting, Training, and Coaching was necessary to round out our facilitative approach to change.

Purpose: DLCG provides professionals in consulting, group facilitation, and coaching, to serve the dynamic needs of our clients and their organizations. We do this using defined professional talent, exceptionally high standards and strong business ethics to provide results-oriented business solutions for our clients.

Mission: The mission of DLCG is threefold:

- We provide clients with tested and proven professionals employing a broad range of methodologies, techniques, and business solutions.
- We are responsive to short notice requests from clients utilizing a world-wide network of dynamic professionals.
- We are a Center of Excellence for development and support of professional Management Consultants, Group Facilitators, Training Facilitators and Executive Coaches.

Core Values and Principles of DLCG are:

Integrity - We are trusted to serve our customers best interests in all we do. We practice fairness and equity among ourselves.

Competence - Competence is expected in every endeavor we undertake. Our ability and capacity to serve the interests of the customer in our special areas of expertise are clearly evident. Our associates are selected and trained to ensure this. We are advocates for professional and ethical conduct of our profession.

Flexibility - We are a participative and flexible organization that promotes growth, change and learning. As a Center of Excellence and Leadership, we are committed to researching and developing improvements to our practice through innovative techniques.

Communications - a major facet of our success, and our basic business, is about communications excellence between individuals and groups. We are dedicated to creating clear and purposeful communications.

Service - We support socially responsible change through various outreach activities with private, public and volunteer organizations in our communities.



Key Executives

Wayne J. Vick, CPF – Chief Executive Officer & Executive Facilitator



Leader: Mr. Vick served the nation with 20 years of active duty service in a variety of technical, supervisory, training, and managerial roles. He is the heart of facilitation in the National Capital Region. He organized and operates the Mid-Atlantic Facilitators Network and has directed the DC Facilitator's Workshop Series since 1995. He is unmistakably one of the leading professional group facilitators in the United States.

Professional: Mr. Vick has assisted many organizations in a wide range of industries but focuses on federal and military agencies since 1992. He developed a unique "process-based" model of facilitation his company has used since 1999. Wayne was designated a Certified Professional Facilitator by the International Association of Facilitators (IAF) in 2002.

Teacher: Since 2002 he has taught a unique facilitation approach through his Concepts and Practices of Group Facilitation course. His passion for service and group facilitation leads him to help anyone seeking information about the profession or finding a professional facilitator.

Learner: He has attended 12 facilitation related courses and has researched and written nearly 150 articles on topics of interest to group facilitators. Research and writing is his principal method of learning. He is steadily working through a list of more than 450 topics. His articles are posted on the DLCC website, and have been published in The Facilitator, the MAFN Facilitator's FlipChart, and the IAF Global Facilitator Newsletters.

Education: Mr. Vick holds a Masters Business Administration: Troy University, Bachelors in Management: Park University and Associate of Science in Instructional Technologies: Regents University.

Charles D. Markert, PE, CPF - President & Executive Facilitator



Mr. Markert is a facilitator/consultant and Certified Professional Facilitator (CPF) of business process enhancement methodologies. He has 30 years of public sector engineering management and civil engineering facility and infrastructure design involving all aspects of facility design, planning, engineering management, as well as organization leadership, process streamlining, business process redesign and quality improvement.

Facilitator: Mr. Markert has been a facilitator since 1990 when he began facilitating his teams to greater productivity. In 1996, he began exclusively facilitating meetings, workshops, and off-sites for a wide variety of clients. His focus has been project and enterprise partnering about which he co-authored a seminal book - "Partnering In Construction: A Practical Guide To Project Success" by He also has considerable experience facilitating strategic planning, business process redesign, process mapping, and innovation.

Leader: Mr. Markert is the President and Co-founder of DLCC as well as the Chair of the Mid-Atlantic Facilitator Network (MAFN) and the Chair of the 2005 International Association of Facilitators Annual North American conference. He was the President of the Design & Construction Quality Institute, has served as a member of the Building Research Advisory Board, is currently on the Board of Directors of the Cotefco Energy Group, and the President of his local Homeowners Association.

Education: Mr. Markert hold a Bachelor of Science, Civil Engineering from Michigan State University, a Master of Science, Ocean Engineering University of Rhode Island, a Master of Public Administration from American University and a certificate for the Contemporary Executive Program, George Washington University.

Registration: Professional Engineer, Virginia (1974), Certified Professional Facilitator, IAF (2002),



Company Profile



Consulting

DLCG Facilitative Consultants use a Process Consulting approach that draws on many of the established models and techniques from the fields of Organization Development and Management Consulting, to deliver a powerful, process oriented methodology for significantly improving individual, group and organizational performance in Strategy Development, Reengineering, Organizational Assessments, Organizational Measurement Design, Process Mapping and Improvement, Partnering.

Experience:

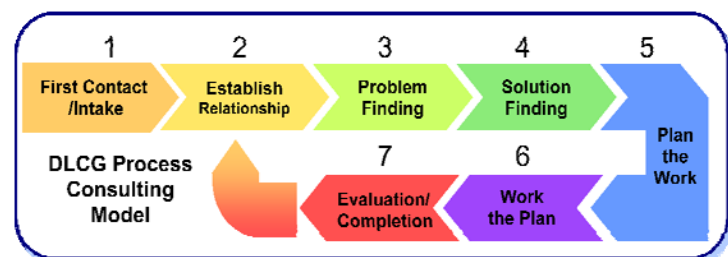
Department of the Navy Metrology R&D Program - Strategic Planning: 2003 – Present: DLCG consultants and facilitators have served the R&D Program with ongoing Strategic Planning events. These workshops are the cornerstone for deploying the program strategy through a Whole-team approach using a Values-Based Planning Model.

Navy Metrology R&D Program Organizational Measurement Design – Fall 2007/Winter 2008: DLCG consultants and facilitators have worked with the program leaders and teams to translate intent into measurable action in designing a broad based and dynamic Balanced Scorecard Measurement system for the program.

Chemical Biological Defense Metrology Support Group Strategy Development – Summer 2007: DLCG consultants and facilitators worked with the joint services to help the CBDMSG develop a charter and an initial Strategic Plan using the Practical Strategic Planning Methodology.

U.S. Navy Personnel Command – Personnel Management System Reengineering – Spring-Summer 2005: DLCG Consultants and Facilitators worked with the client to design a six month long team-based effort to reengineer the Sailor Assignment System.

USMC Systems Command Post-Production Systems Management (PPSM) Process Mapping & Improvement: DLCG Consultants and Facilitators worked with the PPSM managers to design a process to identify critical processes using the IDEF-O method and to Map those processes using a Deployment Flow chart method with ISO-9001 compliant procedures.





Facilitation

Group Facilitation has been the cornerstone of our work since the 1980's. We facilitate dozens of events, large and small, for business, government & non-profit organizations each year.

The DLCG provides expert group facilitators, usually trained in several different methodologies, specialties, and experienced in a number of different industries. Most are independently certified by the International Association of Facilitators (IAF) as Certified Professional Facilitators or are actively pursuing certification. We are also active members of the Mid-Atlantic Facilitators Network (MAFN).

We use a unique Facilitation Model designed by our founders and proven through thousands of hours of events. Our process-based "FAC" Facilitation Model (bottom) reflects a structured and well designed approach to facilitation complete with our own planning worksheets. This significantly adds to our value proposition by reducing the time it takes to design an event. The table below is representative of the standard effort most group facilitators undertake to develop, conduct and report on events they facilitate.

Additionally, we share our experience and extensive research, on a monthly basis, through both public and private facilitator development workshops. This continuing development approach keeps our facilitators current in field and connected to other top facilitators in the region. Our diverse network of facilitators, consultants, and coaches are the result of the years we've spent in our community networking with other professionals. We have become well known as a peer among the leaders in our industry. We are active in the IAF and we created and lead the Mid-Atlantic Facilitators Network.

Experience:

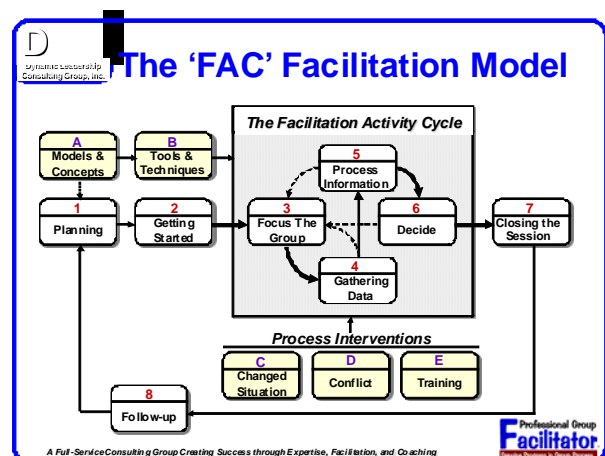
Department of Labor – OSHA DIT Winter/Spring 2008 – Strategic Planning

Department of Navy – Metrology R&D Program Winter 2008 – Strategic Planning Update

Department of Navy – Metrology R&D Program
Fall/Winter 2008 – Measurement System
Development

DARPA Security & Intelligence Directorate –
Summer 2007 - Team Development & Goal
Planning

Office of Naval Research – Naval Railgun
Program – Team Development, Vision, and
Engineering Plans





Training

DLCG provides training for the development in group facilitation and facilitation-related specialty courses. Our focus is the development of Professional Group Facilitators that can, after gaining vital experience, stand for certification through the International Association of Facilitators Certified Professional Facilitator (CPF) program.

Our trainers are practicing certified professional facilitators that, along with the course content, add their own significant experience to create an unmatched training experience. Our courses, while detailed, are intended to be flexible and adaptive to meet the need of the participants. Courses include:

Concepts & Practices of Group Facilitation: 3-day course

This course is designed around internationally accepted facilitator competencies and our unique DLCG "FAC" Facilitation Model. Participants receive hands on practical applications of tools, techniques, models, and processes used by professional facilitators. You are immersed in group discussion and activities that help you learn, understand, and apply our unique process model of facilitation. We have just significantly updated and expanded the book we wrote for this course with additional information, tables, illustrations, and tools.

The Meeting Leaders Guide to Facilitation: 2-day leaders course

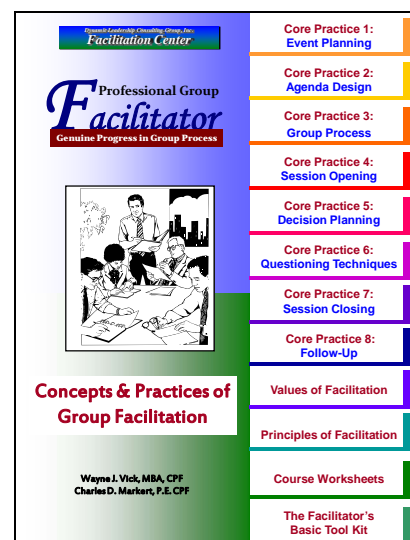
This course teaches 5 models facilitators use regularly; Getting Started, "What" and FEMA Discussion Frameworks, Problem Solving and Conflict Treatment, and some basic group facilitation that every leader should know. Our focus is to enable meeting leaders, facilitative leaders, and guerilla facilitators, with the tools needed to create effective, every day, meetings.

Practical Strategic Planning (PsP): 2-day course

PsP is highly adaptable method developed for clients that are both time and resource constrained. We teach six activities used in a four-part model. We also offer a package of eight optional workshops, two for each part of the model, used to customize the approach to meet the clients needs.

Project Partnering: 2-day course

This workshop teaches facilitators, consultants and others how to conduct an initial Partnering Workshop. Partnering is bringing together participants of a contract or project to create shared goals and methods for dealing with issues as they arise in an effort to prevent costly litigation and ensure the projects success.





Coaching

DLCG offers professional coaches who help people expand their capacity for observation, communication, and effective action. Our coaches work with individuals and/or groups to bring about profound and sustained change in their professional and personal lives – change that results in more meaningful living, increased productivity and effectiveness, and a substantial improvement in quality of life.

Our coaches are certified professionals, trained to listen deeply and to establish an environment that builds trust and supports the client in discovering his or her own inner resources, creativity, and wisdom for creating transformative change. Professional Coaching Certifications are conducted through the International Coaching Federation or the Newfield Network. Some coaches may have a Certificate in Coaching from a university education and development program.

There are multiple approaches to professional coaching. DLCG has professional coaches that utilize the Co-Active Coaching and Ontological Coaching approaches. We provide coaching services to individuals, groups, and organizations. Below we briefly describe more about our coaching approaches. You will find more information on each of these by clicking the buttons to the left.



Co-Active Coaching is an approach that focuses on the whole person through agenda setting, engagement, individual strengths and focused action through a designed alliance with your coach.



Ontological Coaching is an approach that focuses on three aspects of the clients being: the physical body, dealing with emotions, and working through language. Working on these collectively can help you create significant breakthroughs in your effectiveness.



Individual Coaching provides an individual with focusing assistance over a period of time or on a continuing basis until the individual has achieved the goals they set for the relationship. All coaching is essentially about the individual because it is the individual that must grasp the lessons.



Team Coaching is an approach that is most often used with a group that works together or meets over a period of time. In this case the team coach also provides professional facilitation services to the team in addition to coaching the individuals and group. Certified Professional Facilitators may serve as Team Coaches.



Organization Coaching is a service offered on a contract basis to make coaches available to help the organization get the most out of their people while helping individuals gain focus, get centered, and be more effective overall.



Procurement

DLCG has works as a Prime and Sub contractor for government, (State, Local, and Federal Agencies), Commercial, and Non-Profit organizations.

We are available to respond rapidly to your requests through our GSA MOBIS Schedule

GSA MOBIS Schedule	GS10F0102S
SIN	874-1 Consulting Services
	874-2 Facilitation Services
Contract Period	January 4, 2006 through January 3-2011
Business Size	Small, Veteran Owned
Max Order	\$1,000,000.00
More info	http://www.facilitationcenter.com/ select GSA MOBIS on the Main Menu

Other Important Information		
CAGE Code	3FN07	
TIN	201998075	
DUNS	009353645	
Points of Contact		
Headquarters/Metro Division	Location	Blueridge Division/ Partnering Center
Wayne J. Vick, CPF	POC	Charles D. Markert, CPF
703-913-6513	Phone	540-338-1255
Wayne@FacilitationCenter.com	Email	Charlie@FacilitationCenter.com

NAICS Codes	
Facilitation, Consulting, & Coaching Services	
54161	Management Consulting Services
541611	Strategic planning consulting services
541614	Process, Physical Distribution, and Logistics Consulting Services
541614	Efficiency management (i.e., efficiency expert) consulting services
541614	Productivity improvement consulting services
Training Services	
611430	Professional and Management Development Training
Facilitation Products, Books, and Materials	
45411	Electronic Shopping and Mail-Order Houses

