

Largest turnaround and management consulting firms in the Baltimore area

Ranked by current number of clients in the Baltimore area

Name Address Phone / Internet	Clients local/total	Sample listing of clients	Local staff/ consultants/ total staff	Areas of specialty	2008 revenue	Local head executive/ title/% business from consulting
1 CPI/New Options Group 913 Ridgebrook Road, Suite 304, Sparks 21152 410-785-1370 / www.cpinewoptions.com	135/ dtd	dtd	8/ 15/ dtd	turnaround consulting, executive coaching, leadership development	\$2 million	Paul B. Sniffin/ president/ 50%
2 Invotex Group 1637 Thames St., Baltimore 21231 410-539-8580 / www.invotex.com	101/ 375	dtd	44/ 36/ 64	reorganization/turnaround, bankruptcy, receiverships, valuation, litigation svcs.	dtd	Raymond J. Peroutka Jr./ CEO, managing director/ 100%
3 Shapiro Sher Guinot & Sandler P.A. 36 S. Charles St., Suite 2000, Baltimore 21201 410-385-0202 / www.shapirosher.com	75/ 75	Fieldstone Mortgage, Luminant Mortgage Cap., Caruso Homes	52/ 8/ 52	refinancing/restructuring, reorg., bankruptcy, creditors' rights, litigation	dtd	Joel I. Sher/ chairman/ 25%
4 Hartman Business Technology 8850 Columbia 100 Parkway, #306A, Columbia 21045 410-740-9270 / www.hartmanbiztech.com	43/ 50	Medifast, Butler Capital, Advantica Eyecare, Davis Calib.	3/ 10/ 13	IT valuation, strategy, efficiency reviews	\$1 million	Dave Hartman/ president/ 100%
5 KPMG LLP 1 E. Pratt St., Baltimore 21202 410-949-8500 / www.us.kpmg.com	37/ dtd	dtd	190/ 50/ 23,900	business performance, restructuring, IT, forensic services, internal audits	\$5.7 billion	Kevin Hall/ office managing partner/ dtd
6 Ridge Point Partners LLC 3600 O'Donnell St., Suite 4, Baltimore 21234 410-276-2230 / www.ridgepointpartners.com	35/ 35	dtd	10/ dtd/ dtd	turnaround, consulting, financial advisory	dtd	Bryan Engle/ CEO/ dtd
7 Executive Sounding Board Associates Inc. 10 N. Calvert St., Suite 647, Baltimore 21202 410-783-0098 / www.esba.com	20/ dtd	dtd	dtd/ dtd/ dtd	mgmt. consulting, financial advisory, turnaround mgmt., reorganization	dtd	Michael Sandnes/ managing director/ 75%
8 PA & Associates Inc. 1810A York Road, Suite 320, Lutherville 21093 866-200-7283 / http://www.paaa.com	16/ 35	Legg Mason, Tesco, Utz, Danskin, Lionel Trains, Kelly & Assoc.	3/ 3/ 9	logistics management, outsourced carrier negotiations	\$1.8 million	Richard D. Palarea/ CEO/ 100%
8 Strategic Partners LLC 111 S. Calvert St., Suite 2700, Baltimore 21202 410-653-5554 / www.strategic-partner.com	16/ 21	dtd	7/ 6/ 7	crisis management, financial restructuring, turnaround management	dtd	Lawrence Feldman, John Reichlin/principals/ 100%
10 StatPay Inc. P.O. Box 3196, Baltimore 21228 410-788-9715 / www.statpay.com	13/ 20	dtd	6/ 8/ 10	medical group practice management consulting, interim leadership	\$400,000	Craig Law/ CEO/ 83%
11 McShane Group 2345 York Road, Suite 102, Timonium 21057 410-560-0077 / www.mcshanegroup.com	7/ 18	Hood College, Liberty University	4/ 2/ 5	interim management, due diligence, debt restructuring	dtd	Thomas P. McShane/ president/ 100%
12 Strategic Management Partners Inc. 522 Horn Point Drive, Annapolis 21403 410-263-9100 / www.strategicmgtpartners.com	6/ 8	Network Technologies Group, Bon Secours, Lockheed Martin, CSC	5/ 3/ 5	turnaround services, investing in distressed companies	\$1.2 million	John M. Collard/ chairman and CEO/ 75%
13 Audacious Inquiry LLC 9250 Bendix Road, Columbia 21045 301-560-6999 / www.aiinq.com	4/ 6	Md. Health Care Commission, Univ. of Md. Medical Center	14/ 7/ 14	management/technology consulting, analytical marketing, strategy	\$1.7 million	Christopher Brandt/ managing partner/ 100%
13 Georgetown Consulting 12079 Broad Meadow Lane, Suite 100, Clarksville 21029 877-521-8281 / www.georgetown-consulting.com	4/ 10	Dept. of Interior, IRS, AT&T, AARP	8/ 8/ 10	logistics, supply chain, sourcing, project management	\$2 million	Susan Burich/ president/ 100%

NOTE: More than 40 companies were contacted, but some either declined to participate or did not respond by deadline. Baltimore-based FTI Consulting Inc. is known to belong on this List, but declined to disclose the ranking criteria information. SOURCE: Representatives from the individual companies provided the information for this List. The *Business Journal* takes the companies at their word. dtd=declined to disclose n/a=not applicable

Compiled by: Carolyn M. Proctor and Rachel Bernstein. Reprint permission must be obtained in writing from the editor of this newspaper. CURRENT: Feb. 6, 2009.

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Welcomes
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and is Pleased to Announce the promotion of
James R. Forrester and **Scott M. Trager**

	James R. Forrester 410.576.4812 jforrester@semmes.com Mr. Forrester is a Principal in the Firm's Workers' Compensation & Employers' Liability practice. He represents insurers, self-insurers, employers and municipalities before the Maryland Workers' Compensation Commission and all appellate levels, including the Maryland Court of Special Appeals and Maryland Court of Appeals.
	Frank J. Mastro 410.576.4713 fmastro@semmes.com Mr. Mastro is a Principal in the Firm's Litigation and Transportation practice areas. He handles a broad range of litigation matters on the trial and appellate levels and regularly represents the interests of railroads, motor carriers, household movers, warehouse operators, and automobile financiers/lessors.
	Deborah W. Steele 410.576.4769 dsteale@semmes.com Ms. Steele is a Principal in the Firm's Real Estate, Corporate & Business and Bankruptcy practice areas. Her practice has involved representation of lenders, including life insurance companies, pension plans, and national and local banking institutions. Ms. Steele also represents retail, office and industrial developers, owners and tenants as well as residential and commercial real estate brokers.
	Scott M. Trager 410.576.4846 strager@semmes.com Mr. Trager is a Principal in the Firm's Litigation practice. Mr. Trager's practice covers a broad spectrum of general litigation matters, with an emphasis on insurance coverage, general liability defense and the defense of life, health and ERISA claims.
	Jane A. Wilson 410.576.4779 jwilson@semmes.com Ms. Wilson is Counsel in the Firm's General Business practice. Ms. Wilson represents a variety of clients, including institutions lenders, landlords and tenants, in real estate finance and commercial leasing matters.

Semmes, Bowen & Semmes
Suite 1400 • 25 South Charles Street • Baltimore, Maryland 21201
www.semmes.com