



## Zelos

*a small, woman-owned business*

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**Virginia Department of General Services**  
**Statewide Consulting Services**  
**Contract Number: PF14804C11-09**  
**CATEGORY 11: FINANCIAL SERVICE MANAGEMENT**

**If you are looking for a true partner, you just found one.**

Zelos is a team of people working together toward one goal: *to help our clients achieve better results to accomplish their mission.* And we try to have some fun while we do it; after all, "Zelos" is the Greek term for "zeal," which is how we approach our clients, each other, and our partners.

Our team members are **experts in their fields** who have distinguished careers in and around government and nonprofits. We each pledge to bring fresh ideas and deliver exceptional services that exceed our clients' expectations. When we work with you, we are doing the work we love, and it shows.

Our clients are **dedicated and devoted government and nonprofit professionals** who recognize that our expertise and support make them and their teams more effective. Our clients ask us to help them look at their initiatives and challenges in a new light, develop actionable solutions, implement change, and measure their results in meaningful ways. Our clients ask us to help them improve, and that's exactly what we do. Because we meet our clients where they are, our solutions might include training programs, strategic planning, assessments or research, and other special projects.

Zelos is a smart\*-small business, by which we mean that Zelos **focuses** its resources on identifying the best consultants and trainers in the market, not on prime office facilities, furniture and other costly overhead. We share office space with other small businesses to keep our costs down; we collaborate and share in the cloud to be accessible and flexible to our clients; we use our extensive professional and personal networks to identify exceptional talent who will deliver services in the Zelos tradition. When you spend your valuable time and money for Zelos services, you are buying just that—**service and expertise**, not overhead.



### *Contract Category: Financial Services Management*

Zelos services under the Financial Services Management category help agencies improve efficiencies in their financial operations, practices, processes, programs, and policy.

We provide this support through:

- Conducting analysis and assessments, and writing reports with recommendations
- Performing compliance reviews, testing and planning, including ARMICS support
- Planning and developing strategies, goals, initiatives and performance measures
- Formulating and developing policy
- Documenting and implementing financial systems and requirements
- Conducting risk assessments and mitigation plans
- Facilitating focus groups and meetings in order to make recommendations for initiatives
- Managing change during system implementation or other leadership efforts

### *Ordering Process*

Zelos collaborates with its clients to help them achieve their goals and initiatives by working hand-in-hand with them to identify their needs and challenges and to make them successful at a cost and level of effort that fits their budget. To start the conversation, please:

- Call or email Stacia C. Aylward, CEO to discuss your needs and requirements
- Provide us with additional information in writing, if applicable
- If necessary, we will meet in person to define your needs
- Then we will provide a proposal with a detailed scope of work and a price and other information as requested

### *Contact Information*

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