



Commonwealth of Virginia, Department of General Services
Statewide Consulting Services Contract
Contract Number: PF14804C08-09
Category 8: Facilitation
SWaM Certification # 657396

Catocin helps you achieve strategic business results

Catocin Consulting is a SWaM certified woman-owned small business devoted to helping customers **improve their operations and achieve strategic business results**. We work with you to define an approach that will both achieve specific measurable results that have a direct impact on your mission and fit within your budget and schedule.

Catocin's services include facilitation, organizational development, strategic planning, performance measurement including Balanced Scorecard, process reengineering, change management, team building, and enterprise architecture. Typical projects include developing and implementing strategic plans, aligning business processes and organization structure with corporate strategy, implementing balanced scorecards, reengineering operations to achieve strategic results, facilitating team building retreats, and modernizing IT systems. **We won the International Association of Facilitators' 2013 Gold Facilitation Impact Award** for facilitation of retreats for NASA.

Catocin puts together a team of great people with the right background to work collaboratively with each customer to solve their problems. Our consultants are senior people with the skills, experience, and professionalism to successfully complete your project, and they have certifications from the leading industry organizations to provide objective evidence of their expertise. These certifications include:

- ◆ Certified Professional Facilitator (CPF)
- ◆ Project Management Professional (PMP)
- ◆ Certified Management Consultant (CMC)

Catocin's facilitation customers include Virginia's Department for the Blind and Vision Impaired (DBVI) and Virginia Commonwealth University (VCU) as well as other Federal, state and local government agencies and nonprofit organizations. We facilitated development of Virginia Industries for the Blind's strategic plan and supporting action plan. We facilitated focus groups to support VCU's Great Place Initiative.



Catocin's Facilitation Services



Catocin provides a wide range of facilitation services, tailoring each project to meet the needs of the customer organization. We design and facilitate group processes to help organizations improve their effectiveness by defining their business goals and objectives, developing performance metrics and targets, measuring performance against objectives, and implement the change necessary to reach strategic goals. We can help you achieve measurable mission results through:

- Design and facilitation of meetings, workshops, and retreats
- Design and facilitation of large complex summits, forums, and conferences
- Facilitation of qualitative research, including focus groups, group interviews, and expert panels
- Facilitation of teams, including development of team charters
- Facilitation of stakeholder engagement and cross-organizational collaboration
- Virtual facilitation and collaboration using a wide range of online and virtual conferencing tools
- Graphic facilitation and visual recording
- Facilitation of assessments and strengths, weaknesses, opportunities and threats (SWOT) analysis
- Facilitation of strategic plans and action plans
- Facilitation of balanced scorecards and strategy mapping
- Facilitation of metrics development, performance management, and best practices benchmarking
- Facilitation of quality improvement, process improvement, and process reengineering
- Facilitation of requirements analysis and system design
- Facilitation of enterprise architectures
- Change management
- Facilitation of leadership development and mentoring
- Accommodations and facilitation of groups with people with a wide range of disabilities
- Development of recommendations, briefings, and reports

Becky thank you for doing a great job facilitating the NSA Board's strategic planning session last week. You are the FIRST facilitator the board has ever liked! No kidding! You kept things moving, allowed the board to have their input and deviate from the agenda slightly, but then brought it all together again. Thank you for being confident and strong - without being over-powering. Great job and I look forward to working with you again.

*Liz Weber, CMC, CSP
National Board Member &
Chair, Strategic Planning Committee
National Speakers Association*

How to do business with Catocin

Catocin tailors our approach to the specific business objectives, budget, and timing needs of each customer. This way you know you are getting a solution that will get the results you need. To initiate a collaborative project with us:

- Call or email Becky Roberts, President, to discuss your challenge and how we might help.
- Provide us with additional information such as a scope of work or background data.
- If desired, we can meet with you in person to clarify your requirements.
- Catocin provides a proposal with the details of the work to be performed, our proposed staff team and their credentials and experience, pricing, and other information as appropriate.
- Place the order through the eVA procurement system.

Contact us today at:

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