



ANALYZE
HYPOTHESIZE
INFLUENCE

Public Sector Staff Augmentation

RJSL Group

Veteran (SDVOSB / MSDV) and minority (MSDC/MBE) certified



Overview





RICHARD LEE, CEO

Message from the Founder

We are a veteran (SDVOSB / MSDV) and minority (MSDC / MBE) certified business. With great client success stories...

Yet, we don't trade on our "credentials" alone,

We believe diversity is valuable, but expertise is far more important.





We are MBE- and SDVOSB-certified professional services firm providing staff augmentation, management consulting and transactions advisory services for Fortune 1000 and middle-market companies since 2006.

We believe diversity is valuable, but expertise is vital.

Certifications

- Illinois Minority Business Enterprise (MBE)
- Illinois Minority Service-Disabled Business Enterprise (MSDV)
- Service-Disabled Veteran-Owned Small Business (SDVOSB)

Meet Our Team



Richard Lee

- Served as the C-level executive to dozen companies across industries including technology, publishing, sports & entertainment, hospitality, professional services, healthcare and manufacturing
- Former division controller and M&A director at Orbitz (NASDAQ: ORBZ); senior manger at Diamond Technology Partners (NASDAQ: DTPI); and an Army Captain
- MBA, Carnegie Mellon
- MA, Economics & MPA, OU
- BS, West Point



Paul Raver
Operations

- Senior-level executive with twenty-five years of advisory and management consulting experience in strategy, customer operations, and finance with a specialized focus on electric, gas, and water utility clients.
- Former senior leader at Alumbra, LLC and Oliver Wyman
- MBA, The Wharton School of the University of Pennsylvania
- MA, The Lauder Institute of the University of Pennsylvania
- BS, Indiana University



Reginald Hampton
Technology

- Served as a senior technology and infrastructure operations resource to staffing, non-profit, telecom, hospitals and other healthcare organizations
- Former systems engineer at First Communications, G/O Digital and ADA; started his tech journey as tech / desktop support with AT&T and 3Comm
- BS, Management from DeVry University
- Certified MCP, MCSE, CCNA



Greg Pickett
Security

- Served as the head of cybersecurity operations for companies in manufacturing, insurance and aerospace industries and a sought-after researcher, delegate (ISACA events) and speaker (Defcon / Blackhat)
- Former security administrator and intrusion analyst at Abbott Laboratories and FHLB
- BS from Texas A&M University
- Certified CISSP, GCIA, GPEN



Praveen Goud
People

- Served as the head of HR and chief recruiter to franchises, hospitality, staffing, applications development, and other technology enabled ventures
- Former consultant and analyst to The Hub Group, Aon, GE Capital, HCL Consulting, Jardin Flemings, Reliable and Samda Informatics
- BE, Bachelors in Engineering from Osmania University

Key Details




Business information

 **2006**
Year Incorporated

 **15+**
Years in Business

 **Illinois**
State of Incorporation

 **Varies depending on
current level of
engagements**
Number of Employees

 **Illinois Minority Service-Disabled Business Enterprise (MSDV)
Illinois Minority Business Enterprise (MBE)**
Certifications

 **RJSL Group LLC**
Registered Company Name

 www.RJSLgroup.com
Web Site

 info@RJSLgroup.com
General Inquiry

Capabilities



Staff Augmentation Areas



Areas

AI	Quality / Testing
Data / Database	Security
DevOps	Software
Infrastructure / Cloud	Training
IT	UI / UX
Operations	

Staff Augmentation Capabilities



Area	Title
AI	Gen AI Specialist
Data / Database	Data Analyst Data Architect Data Modeler Data Scientist Database Administrator Data Science Engineer Data Security Administrator Data Security Engineer
DevOps	Development Manager DevOps Engineer Release Engineer Release Manager Site Reliability Manager
Infrastructure / Cloud	Cloud Architect Cloud Data Architect / Cloud Solution Architect Infrastructure Analyst / Infrastructure Engineer Infrastructure Lead Middleware Support Specialist Network Specialist Red Hat Container Specialist Software Admin Systems Administrator
IT	Architect - Specialized IES Application Architect IES Programs and Workflow Specialist Scrum Master Technical/Infrastructure Architect Technical Lead



Area	Title
Operations	Admin Role Business Analyst IES Product Manager Operations Manager Program Manager Project Manager (PM / PMO)
Quality / Testing	API Tester Automation Tester / E2E Tester/ Performance Tester ETL Tester Quality Assurance Lead Quality Manager/Test Lead Software Application Engineer (Test Automation) Test Data Management Engineer Test Engineer /QA Analyst
Security	IT Security Architect IT Security Engineer Security Administrator Security Architect / Security Technical Specialist
Software	Automation / RPA Developer Software Analyst Software Analyst / Software Developer Software Developer Software Developer - Specialized
Training	Trainer Training Manager Training Material Development Specialist
UI / UX	UI/User Experience Designer UI/UX HC Design Experience Lead Web Designer

Staff Augmentation: NGIP Codes for State of IL



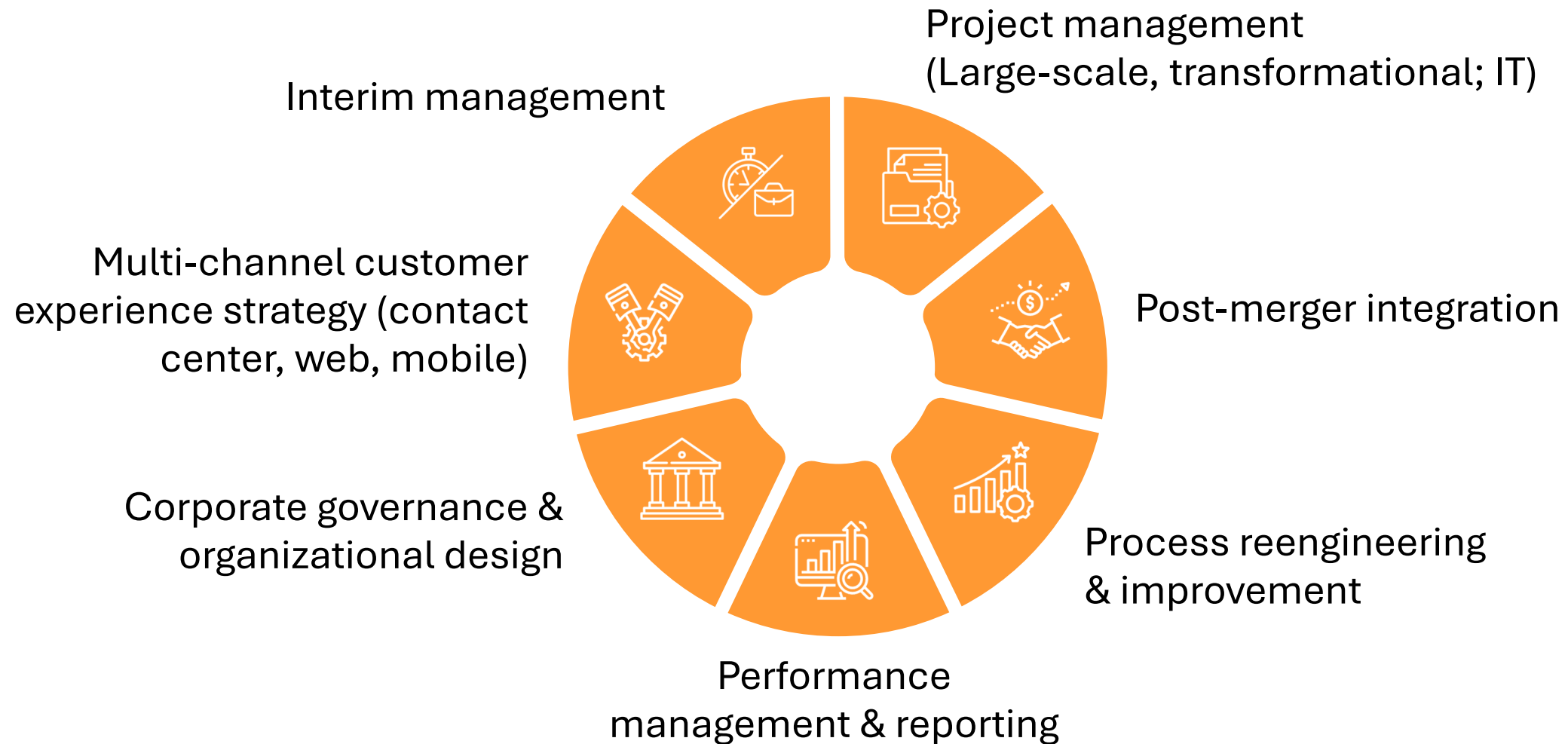
NGIP Code	Description
204 - 29	Integrated Hardware-Software I.T. Solution, Microcomputer
204 - 47	Integrated Hardware-Software I.T. Solution, Microcomputer
204 - 91	Servers, Microcomputer: Application, Database, File, Mail, Network, Web, etc.
205 - 29	Data/File Security Hardware/Software, to Include Encryption, Environmentally Certified Products
205 - 47	Integrated Hardware-Software I.T. Solution (Microcomputer), Environmentally Certified Products
205 - 91	Servers, Microcomputer, Application, Database, File, Mail, Network, Web, etc., Environmentally Certified Products
206 - 55	Integrated Hardware-Software IT, Turnkey Solution, Server and Mainframe Computer
208 - 20	Business Software, Misc.: Agenda, Labels, Mail List, Planning, Scheduling, etc., Microcomputer
209 - 87	Software, Mainframes and Servers (Not Otherwise Classified)
918 - 06	Administrative Consulting
918 - 21	Business Consulting
918 - 28	Computer Hardware Consulting
918 - 29	Computer Software Consulting
918 - 30	Computer Network Consulting
918 - 65	Human Resources, Relations Consulting
918 - 71	IT Consulting, (Not Otherwise Classified)
918 - 75	Management Consulting
918 - 85	Personnel and Employment Consulting, Human Resources (Inactive, please see commodity code 918-65 effective January 1, 2016)
939 - 21	Computers, Data Processing Equipment and Accessories, Not Word Processing Equipment, Maintenance and Repair
961 - 30	Employment Agency and Search Firm Service, Including Background Investigations and Drug Testing for Employment
962 - 69	Personnel Services, Temporary

Source: <https://supplierdiversitymanagementportal.illinois.gov/VendorDirectory.aspx>

Staff Augmentation: **NAICS Codes for City of Chicago**



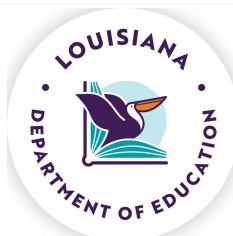
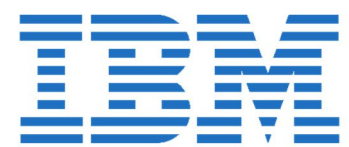
	NAICS Code	Description
MBE/VBE	541611	Administrative Management and General Management Consulting Services
	541618	Other Management Consulting Services; Utilities Management Consulting
	561320	Temporary Staffing Services
DBE	541611	Administrative Management and General Management Consulting Services, Financial Management Consulting, Business Start-up Consulting Services
	541618	Other Management Consulting Services
	561320	Temporary Help Services
	541512	LAN Computer Systems Integration Design Services
	541513	Facilities Support Services, Computer Systems or Data Processing



Public Sector Clients & Work Product Examples



Our Partners & Public Sector Clients



Our Clients – Private Sector



Our Clients – Energy & Utilities



Our Work – Case Study



Client Situation

Illinois Department of Healthcare & Family Services (HFS)

- The Illinois Department of Healthcare and Family Services is the department of the Illinois state government responsible for providing healthcare coverage for those who qualify for Medicaid
- HFS needed to modernize its IT System for creating more value for customers

Illinois Toll Highway Authority (Illinois Tollway)

- The Illinois State Toll Highway Authority is an administrative agency of the State of Illinois charged with building, operating, and maintaining toll roads in Illinois
- RJSL partnered with Globetrotter Engineering (Prime) to assist in the rehabilitation of a tollway bridge asset

What We Did

- As part of this project, RJSL staffed key resources onsite in Springfield, IL over 7-year span
- Resources included project managers, technical analysts, and business analysts
- RJSL managed turnovers and consistently staffed resources that exceeded requirements

- During the sales process, RJSL's Principal (Richard Lees) was able to leverage his Civil Engineering background to discuss construction details and address questions/topics with Tollway's CFO
- Upon award of contract, RJSL staffed a Construction Inspector to support Globetrotter Engineering over the course of 12 months

Results

- Project is currently ongoing and in the final stage of deploying the updated IT System
- Project finished ahead of schedule under budget with inspection work provided by RJSL's resource

Our Work – Case Study



Client Situation

LUMA Energy - Puerto Rico's Government-owned Electric Utility

- LUMA Energy (f/k/a PREPA) requested interim management assistance in leading the transition of the Billing Services functional area as part of the overall assumption of utility operations, beginning June 2021 (*note: Billing Services included Payment Processing, Credit & Collections, and Theft Mitigation functions*)
- Our team led Billing Services Project Management Office (PMO) to:
 - 1) Outsource the in-house bill print & delivery (BP&D) function to a 3rd-party outsourced vendor
 - 2) Simultaneously redesign and implement a new, dynamic customer bill for the benefit of LUMA's ~1.5M customers (all customer classes – residential, commercial, industrial)

What We Did

Our team led the Project Management Office (PMO) to outsource the BP&D function and redesign LUMA's new customer bill:

- Developed & issued RFP to outsource BP&D function
- Reviewed, evaluated, and scored vendor RFP responses and selected 3rd-party BP&D vendor
- Supported LUMA Procurement in negotiation and execution of Master Services Agreement, Scope of Work, and Pricing
- Executed project management for “stand-up” of selected 3rd-party BP&D vendor
- Led redesign of new Customer Bill Statement
- Developed Project Charter including project objectives, scope, and approach & overall Project Plan (incl. Work Breakdown Structure)
- Initiated RAID log to identify and action project risks and issues and executed Project Management (“daily scrum”) meetings
- Led development of business requirements to align new bill design to customer billing processes (e.g., rates, kWh use, payments, payment plans, deposits, etc.)
- Facilitated development of IT requirements to align new bill design to detailed structure and framework of Oracle CC&B CIS system with ITOT Team
- Established overall framework for UAT testing based on business and IT requirements; selected system for UAT testing (e.g., JIRA)
- Facilitated IT Architecture Plan to align new bill design to Oracle CC&B CIS platform (v2.7) with ITOT Team (under direction of CIO)

Results

- Successfully outsourced BP&D function to a 3rd-party vendor headquartered in Puerto Rico, yielding 9% cost savings on annual budget while simultaneously improving BP&D capabilities + mitigating risk with new redundant US-mainland-based printing facilities
- Successfully led bill statement re-design project, documented IT / business requirements, and facilitated UAT testing of new customer bill for utility's ~1.5M customers for release of new bill < 6 months after commencing operations
- Engaged Puerto Rico energy regulatory body (PREB) for review and approve new customer bill statement

RJSL Group

www.rjslgroup.com



Client Situation

Toll Highway Authority (Illinois Tollway)

- The Illinois State Toll Highway Authority is an administrative agency of the U.S. state of Illinois charged with building, operating, and maintaining toll roads in the state.
- RJSL Group partnered with Globetrotter Engineering to assist in the process of selling the project to rehabilitate a bridge and staffed a construction inspector. The project lasted a year

What We Did

- As part of this work, our team participated in selling the project with the Prime and securing a key resource that ensured the project finished on time and under budget
- While Richard Lee was not on the project, given his degree (BS Civil Engineering) and past work experience, he was able to discuss construction details with the Tollway CFO during the sales cycle

Results

- Project finished ahead of schedule under budget