

Project Highlights

- Helped implement an SBE program which dramatically increased yearly spend with SBE firms.

Services Provided

- Planning
- Process Mapping
- Outreach
- Facilitation
- Management Consulting
- Training
- Event Planning
- Gap Analysis

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In an effort to continue the increase of SBE spend, MSDGC engaged consultant assistance specifically to perform event planning and outreach, research the capabilities of the SBE firms registered with MSD, estimate the labor required to construct the proposed 5-yr CIP, identify gaps between the capabilities of the SBE firms and the skills required for the CIP (engineering and construction), and to mentor SBE firms in how to prepare to do business with MSD.

With his previous employer, Mr. Weber was involved with focus group development, group facilitation, outreach, event planning, program development, data analysis and reporting, goal setting, capability training, one on one mentoring/coaching, marketing training, relationship building, steering committee development and communication and many other things.

He developed a methodology for estimating the workforce required to construct infrastructure (green and gray), and performed the labor craft forecasting for MSD of Greater Cincinnati and Greater Cincinnati Water Works. During this period, MSD's annual Small Business spend increased from \$5M to over \$20M.

While at RA Consultants, LLC, Mr. Weber continues to perform SBE mentoring and he has performed QA/QC review of the gap analysis report prepared by his former employer. He has recently met with an SBE firm to discuss task order preparation and another to discuss strategy for entering the green construction space.

Since 2009, the SBE spend has increased dramatically as evidenced by the graphic above.