



**Bannister Business Solutions**

## About Us

Bannister Business Solutions is a woman-owned, minority-owned small business that provides business consulting services to the federal and commercial sectors. With over 35 years of hand-on experience in federal operations, we bring unparalleled expertise in navigating the complexities of government regulations while applying best-in-class private sector practices to optimize business performance. Our deep understanding of both sectors enables us to deliver transformative solutions tailored to your specific operational challenges.

# Capability Statement



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## Core Capabilities

### **Management Consulting and Strategic Innovation**

Strategic planning and recommendations, solutions and lessons learned

### **Business Operations**

Redesigning business operations to leverage disruptive business models and build new capabilities that drive and accelerate future growth.

### **Process and Performance Improvement**

Process Analysis and Improvement to align business process and performance metrics to standards/practices

### **Business Process Optimization and Re-engineering –**


Waste and Bottleneck Reduction While Achieving the Process Goal

**Audit Readiness** – Internal and External Audit Preparation

## Past Performance

Department of Health and Human Services, Office of the Secretary



Department of Health and Human Services, Food and Drug Administration 

**Project, Program and Performance Management** - Practices that Drive Performance and Operational Efficiency

**Business Analysis** – Identifying Needs and Delivering Tailored Solutions

**Human Capital Management** - maximizing employee performance and aligning human resources with business objectives through practices like recruitment, training, performance management, and employee retention.

**Strategic Planning** - Developed and executed comprehensive five-year strategic plan

**Budget** - Managed and achieved 96% or better execution rate of multi-million dollar annual budgets

## Differentiators

- Over three decades of first-hand experience in federal government operations, giving unique insights into navigating complex regulatory environments, compliance standards, and procurement processes that most private consultants lack.
- A career marked by leading large-scale organizational transformations, optimizing processes, and improving efficiency within federal agencies, providing a tested and reliable approach to business transformation.
- Expertise across critical functions such as strategic planning, budgeting, human resources, acquisition, and internal controls, ensuring holistic solutions for clients looking to optimize their operations.
- State and federal certifications ensure credibility and adherence to industry standards, along with the ability to translate best practices from the public to the private sector.
- An intimate understanding of federal acquisition processes and contracting requirements allows for seamless support to clients who do business with the government or seek to enhance their internal acquisition processes.
- Over 35 years of implementing continuous process improvements, delivering measurable results in cost reduction, efficiency gains, and enhanced internal controls for large organizations.
- Ability to offer customized operational solutions that bridge the unique needs of both the public and private sectors, combining innovation with regulatory compliance.

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