


McLean, Virginia-based **management consultancy** with a proven track record of helping clients improve business and program performance by re-designing business processes, increasing attendance, improving efficiency, and reducing costs.

CAPABILITIES | **COMPANY INFORMATION**

- Business and strategic planning
- Business process re-design and implementation
- Data modeling, analysis, and visualization using SQL, Excel, Power BI, Tableau
- Management report and tool development (e.g., executive dashboards, educational games, etc.)
- Performance management design and implementation
- Program and internal controls assessment, design, and implementation
- Project management and leadership
- Resource allocation optimization
- Risk management
- Certified Government Financial Manager (CGFM®)

E. Stephen Kim Universal LLC, dba E. S. Kim Consulting

- Location: McLean, Virginia, U.S.A.
- SAM: Active registration; accepts credit cards
- UEI: [WEVGUV8B27B7](#)
- CAGE: 9XYB0
- NAICS: 541611, 541613, 541614, 541910, 611430
- PSCs: B505, B506, B507, B513, B524, B547, B550, R405, R406, R408, R410, R422, R699, R702, R703, R704, R799, U004, U008, U009
- Certifications: [VOSB Certified](#)
- Set-asides: Minority-Owned Business, Asian-Pacific American Owned, Veteran-Owned Business, Self-Certified Small Disadvantaged Business



DIFFERENTIATORS

<p>Synthesis. Synthesize a new model that integrates information from multiple sources and addresses the requirements of key stakeholders; and present strategic and tactical recommendations to you in a simple, concise, and practical manner.</p>	<p>Servant leadership. Implement recommendations by servant leading you and your staff from concept to results in easy-to-execute steps. I light the path and pave the way.</p>	<p>Capabilities development. Explain new concepts and principles simply and in a relatable way and train you and your staff to independently perform the new processes and procedures, thereby developing your organization's capabilities.</p>
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PAST PERFORMANCE

This is a representative sample of my recent projects. To read summaries of these and other projects, please visit: www.eskimconsulting.com/portfolio

Aug 2016 - Mar 2022. U.S. Department of the Navy - Commander, Navy Installations Command (CNIC) - Navy Region Northwest (CNRNW)

- **Executive dashboard development.** In support of a CNIC Fire & Emergency Services (F&ES) cost-cutting initiative, developed and implemented a labor cost reporting tool used by region program managers to track and manage labor costs during FY 2022. Final deliverables included a Microsoft Power Query-powered executive dashboard with expenditure gauges, management report template, user manual, video tutorial, and re-designed personnel roster.
- **Event re-design with performance management.** Re-designed and re-branded CNRNW Financial Management (N8) Forum in Jun 2018 to be an integrated, customer-centric system by introducing customer value proposition, customer segmentation, and incorporating customer feedback and performance management. Tracked attendance by stakeholder office and program, position, and attendance method; administered an online survey to gauge customer experience and solicit requests for topics; and applied feedback in future Forums. Following implementation, grew average customer attendance 50.6% from FYs 2018 to 2020, with 72.5% of attendees reporting Above Average or Outstanding experiences.
- **Funding allocation process re-design and management.** Emphasizing openness and transparency, led a six-person, cross-functional team of senior- and mid-level region managers and analysts to re-design and implement in May 2017 the CNRNW Base Operations Support Integrated Priority List (BOS IPL) funding allocation process. Facilitated focus group discussions with region program directors to learn about requirements; developed a Microsoft SharePoint site with tracking mechanism to show progress of requisitions through each stage of review; and developed official business rules, standard operating procedures (SOP), and Executive Steering Committee evaluation tool. In FY 2021, the BOS IPL successfully completed its fourth full fiscal year of operations since implementation and provided funding for \$8,370,000 in unfunded requirements during FYs 2017 - 2021.

Visit my website to read about my successful engagements and what my clients have said: www.eskimconsulting.com
 For a complimentary consultation to discuss how we can achieve your strategic objectives, please contact me at:
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