

# CAPABILITY STATEMENT



## EXODUS MANAGEMENT & CONSULTING, LLC

Exodus Management and Consulting, LLC is a certified veteran-owned, woman-led consulting firm dedicated to helping organizations operate more efficiently, lead more effectively, and grow more sustainably. Since 2016, we've partnered with small to mid-sized enterprises, government agencies, and educational institutions to remove operational barriers, strengthen organizational capacity, and accelerate digital and strategic transformation.

Organizations typically recover up to 30% in lost revenue through our work, powered by process optimization and systems alignment that address productivity losses of up to 60%.

We deliver solutions that are data-driven, equity-centered, and tailored to each client's operational realities and growth objectives.

### Business Overview

DUNS: 065354751	Authorized Representative Gloria Wesley
CAGE Code: 97JR2	Phone: 912-515-6958
Company Type: LLC	Direct Email: gloria@exodusllc.net
Incorporated: 2016	Accept Credit and Purchase Cards

# Core Competencies

## Business Development

We identify and activate new growth opportunities through market expansion, strategic partnerships, customer acquisition, and new product or service development—from ideation through execution.

## Cleaning Industry Optimization

We specialize in optimizing cleaning operations by improving scheduling, standardizing service delivery, and embedding quality controls that support consistent, scalable performance.

## Cybersecurity Integration

We embed cybersecurity into core business operations through workflow mapping, automated compliance, incident-response enhancement, and risk mitigation strategies that build resilient organizations.

## Human Resources

We conduct impartial, third-party investigations and optimize HR processes to strengthen compliance, reduce legal exposure, and support organizational integrity through strategic policy design and guidance.

## Operational Efficiency

Using a systems-thinking framework, we redesign broken or inefficient processes and deploy automation to eliminate bottlenecks, helping organizations recover revenue, improve productivity, and optimize resource use.

## Program Administration

We provide end-to-end oversight of programs and projects, coordinating operations, monitoring progress, reporting outcomes, and optimizing resources to ensure successful delivery.

## Leadership & Organizational Development

We strengthen leadership capacity and organizational culture through inclusive leadership training, team development, coaching, culture assessment, and strategic planning.

## Competitive Differentiators

- **Systems-Thinking Expertise:** We go beyond quick fixes—our approach identifies and solves root causes, creating structural improvements that last. We align people, processes, and technology to deliver end-to-end operational excellence and sustainable growth.
- **Equity-Centered Solutions:** Our methods embed inclusive practices that strengthen culture, improve decision-making, and enhance team performance.
- **Real, Measurable Impact:** Organizations routinely recover up to 30% in lost revenue and gain significant productivity increases through our operational and digital interventions.
- **Cross-Sector Expertise:** We bring proven experience across SMEs, government, education, and service-based industries.

# NAIC Codes

<b>541519</b>	Other Computer-Related Services (Cybersecurity, Physical Security, Cloud Security, Threat Assessment, Incident Response)
<b>541611</b>	Administrative Management and General Management Consulting Services (Operations, People & Organization, Digital Transformation)
<b>541612</b>	Human Resources Consulting Services (Labor & Employee Relations, Organization development, Personnel Management)
<b>611430</b>	Professional and Management Development Training
<b>541350</b>	Building Inspection Services. (independent field inspection services for Banks & Lenders, Insurance Agencies, Mortgage Servicers)

## Industry Certifications

1. Certified Human Resources Professional (SHRM-CP)
2. Certified Diversity, Equity and Inclusion Professional
3. Cybersecurity Professional
4. Certified Maxwell Leadership Coach, Speaker, and DISC® Trainer.
5. ISSA CMI Professional Trainer

## Past Performance & Impact Highlights

Improved operational productivity by 40–60% through process and workflow redesign.

Strengthened leadership and team effectiveness in public sector and private organizations.

Conducted independent HR investigations resulting in compliant, risk-mitigated outcomes.

Standardized service delivery across multi-site operations in commercial cleaning.