



COMPANY OVERVIEW

Kowalenko & Bilotti, Inc. (K&B), established in 1988 offers consulting services in strategic planning, change management and organizational and staff development, process re-engineering, information technology, knowledge management, multi-cultural and multi-disciplinary training, and communications. Capabilities include process mapping, workflow and process analysis, communication and training plans, curriculum design and implementation, workshop facilitation, document management, Geographic Information Systems (GIS), technical writing and editing, and foreign languages.

AREAS OF EXPERTISE

- **Change Management**
- **Organizational and Staff Development**
- **Strategic Planning**
- **Communication, Technical Writing and Editing, Research**
- **E-Procurement**
- **Geographic Information Systems (GIS)**
- **Information Technology**
- **Transportation Planning**

CERTIFICATIONS

K&B is certified as an 8(a) Woman Owned Small Business with public agencies including:

- ❖ U.S. Small Business Administration (SBA) 8(a), Small Disadvantaged Business (SDB), HUBZone Small Business Concern (SBC), Small Business (SB), and Woman Owned Business (WOB)
- ❖ Illinois Universal Certification Program (IL UCP), Host Agency Metra (Disadvantaged Business Enterprise (DBE))
- ❖ The City of Chicago and sister agencies such as the Chicago Park District, Chicago Public Building Commission (CPBC), Metropolitan Water Reclamation District of Greater Chicago (MWRDGC)

PRIME CONTRACTS-PUBLIC AND PRIVATE SECTOR

K&B holds prime contracts with:

- ❖ City of Chicago Department of Business Information Systems (BIS) for Management and GIS
- ❖ Chicago Housing Authority (CHA) for GIS
- ❖ City of Chicago Public Building Commission for Environmental Services
- ❖ City of Chicago Department of Environment for Environmental/Engineering Services
- ❖ Banks, Mortgage Lenders, Developers, Real Property Investors, and Real Estate Offices

MEMBERSHIPS

- ❖ Society of American Military Engineers (SAME)
- ❖ National Association of Women Business Owners (NAWBO)
- ❖ Women in Public Policy (WIPP)
- ❖ Women's Transportation Seminar (WTS)

CLIENTS, REPRESENTATIVE PROJECTS, REFERENCES

Management Consulting - Change Management, Strategic Planning, Communication, Marketing, Staff Development, Training, Procurement

- **City of Chicago Department of Law (CPS)** – Strategic Planning for Identifying and Implementing New Case Management System, Gap Analysis and Recommendations 2002.
Reference: Dan Turula, Project Manager, Peterson Consulting, 312-583-5712.
- **Chicago Public Schools (CPS)** – Change Management Consulting, Retreat For Departmental Staff and Strategic Sourcing Study, Implementation. 2000.
Reference: Aileen Velazquez, Director Strategic Planning, CPS Department of Purchases, currently, Deputy Procurement Officer, City of Chicago Department of Procurement Services, 312-744-2949.
- **Chicago Public Schools (CPS)** – Change Management, Communication and Marketing Consulting. Strategic Planning For E-Procurement System for Schools and Central Office Departments. Deliverables included Change Management, Communication, and Marketing Plans. 2001-2002.
References: Aileen Velazquez, Director Strategic Planning, CPS Department of Purchases currently, Deputy Procurement Officer, City of Chicago Department of Procurement Services, 312-744-2949 and Benjamin Ho, Director Technical Services, CPS Department of Purchases currently, Deputy Procurement Officer, City of Chicago Department of Procurement Services, 312-744-2949.
- **City of Chicago Business & Information Services (BIS)** – Change Management, Communication, and Staff Development. Strategic Planning For Deployment of MS Word and MS Excel to 12,000 Users for 45 City Of Chicago Departments. Deliverables to BIS Include Change Management, Communication, and Training Plans. 2001.
References: Warren Harrington, Senior Vice-President, Blackwell Consulting, 312-873-5225 and Steve Philbrick, Deputy Commissioner, City of Chicago BIS, 312-744-4795.
- **Chicago Public Schools (CPS)** - Strategic Sourcing Initiative, Research, Interviews, Outreach to Internal and External CPS Constituents, And Process Mapping. 1998-1999.
Reference: Jerry Hahn, Partner, KPMG, 312-665-2610.
- **Chicago Public Schools (CPS)** – Strategic Sourcing of Selected Commodities, Change Management, Communication, Research, Team Building, RFP-Bid Formulation With Specifications and User Requirements, Outreach To Vendors and Schools. 1999-2000.
References: Donald Nelson, Project Manager, KPMG, 312-665-2542, Jerry Hahn, Partner, KPMG, 312-665-2610, And Aileen Velazquez, Director Strategic Planning, 773-553-2124 And Benjamin Ho, Director Technical Services, Department of Purchases, 773-553-2269.
- **City of Chicago Department of Environment (CDOE)** – Northwest Waste to Energy Facility, Design and Preparation Of Technical Request For Qualifications (RFQ) for Prospective Operators for City Of Chicago Departments Of Environment, Streets and Sanitation, Law, and Purchasing. 1997-1998.
Reference: Krishna Mayenkar, Senior Vice-President, presently at Environmental Forensics Investigations, 312-553-4797.

Geographic Information Systems (GIS)

- **Chicago Transit Authority** – Geocoded with ArcView a Ridership Survey to facilitate data interpretation pertaining to current utilization of public transportation and projections of future public transit needs. Cleaned survey data, conducted research to refine data findings of locations; home addresses and work destinations. Produced shape files after completion of geocoding. 2004.
Reference: Laurie Wargelin, Project Manager, MOR PACE, 248-737-5300.

- **City Of Chicago Department Of Transportation (CDOT)** – Development of Geographic Information System (GIS) Based on Data from CDOT, CATS (Chicago Area Transportation Study) and IDOT (Illinois Department of Transportation), Mapping and Analysis of Inter-Modal Connectors. 2001.
Reference: Doug Knuth, Senior Vice President, Edwards & Kelcey, 312-251-3000.
- **City of Chicago Department of Transportation (CDOT)** –Lakefront Access Study, Roosevelt Road to the Indiana border. Focus on improving access to twelve miles of the lakefront from adjacent neighborhoods and from the path to nearby local attractions and destinations, to prioritize preferred improvements, and provide documentation for future grant applications. 2001-2002
Reference: Craig Williams, Project Manager, Edwards & Kelcey, 312-251-3000.
- **City Of Chicago Department Of Revenue** – Development of Geographic Information System (GIS) Based on Data from Department of Revenue and Licenses for City of Chicago. Tasks Included Programming in Visual Basic and making application user-friendly for website applications. 2001.
Reference: Miki Ferenczy, President, Pangaea, 312-986-9471.
- **City Of Chicago Department Of Business Information Services** – Designed a data update application in ARCGIS to facilitate the maintenance of City of Chicago power grid data. Provided the City an information management method to manually or automatically add, remove and alter existing power grids using perimeter streets entered in an access database. 2001-2002
Reference: Jerry Johnston, Project Manager, Pangaea 312-986-9471.
- **City Of Chicago Business & Information Services (BIS)** – Testing and Documentation of Geographic Information System (GIS) Accessing a Beta Repository of Data Layers Pertaining to City of Chicago Infrastructure and Properties. 1999.
Reference: Anne Downs, TASC, Arlington VA (703) 836-1548.

Information Technology

- **Chicago Transit Authority (CTA)** – Development of an Enhanced CTA Customer Information Control System (CICS) Pay Stub Design. 1998-1999.
Reference: Kenneth Edwards, General Manager, MIS, now retired, 773-363-6318.
- **Chicago Transit Authority (CTA)** – Deployment of 1,200 Personal Computers to CTA Departments, K&B Staff configured hardware and software, and provided user assistance. 1999.
Reference: Kenneth Edwards, General Manager, MIS, now retired, 773-363-6318.
- **Chicago Public Schools (CPS)** – Quality Assurance Engineering And Database Development Services For A System-Wide LAN/WAN Implementation Project. 1998-1999.
Reference: Vickie Horn, Project Manager, Unisource Systems, Inc. 312-516-3800.

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