

# DAVIS CONSULTING SOLUTIONS' CAPABILITY STATEMENT



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**Established:** 2011  
**State:** Pennsylvania  
**Location:** Western PA  
**CAGE Code:** 7RS95

#### **Certifications:**

- PA Unified Certification Program Disadvantaged Business (MBE/WBE)
- Section 3 Business
- PA Dept. of General Services
  - Small Business
  - Small Diverse Business

#### **North American Industry Classification System (NAICS):**

- 541611 - Administrative Management and General Management Consulting Services
- 541612 - Human Resources Consulting Services
- 541613 - Marketing Consulting Services
- 561311 – Employment Placement and services
- 561920 - Convention and Trade Show Organizers
- 611430 - Management Development Training

#### **Federal Supply Codes:**

- R – Professional, Administrative and Management Support Services
- U – Education and Training Services

**“We are experts at developing solutions by leveraging resources and relationships to solve problems.”**

DCS is committed to your success. Our CEO, Dr. Danielle Davis has trained and consulted scores of job seekers, leaders, entrepreneurs, and businesses. Her expertise is in government and diversity initiatives, leadership, workforce development, and entrepreneurship education.

#### **OUR MISSION:**

Davis Consulting Solutions (DCS) empowers stakeholders to strengthen the economy of a region while delivering solutions and resources to address challenges in businesses, organizations, employment, and workforce diversity.

#### **WHO WE ARE:**

Our diverse team of experts offers every client, project, and community more than 60 combined years of experience in business development, human resources, outreach, procurement, and compliance.

#### **CORE COMPETENCIES:**

**Key Differentiators** – What characteristics separates us from our competitors and gives us an advantage for our target clients:

- **Engaging Communities** - DCS' team members helped leverage social capital to increase the capacity of the Choice Neighborhood Grant service network by 20% as part of a \$62 million affordable housing and revitalization project.
- **Engaging Diverse Business Enterprises (DBEs)** - DCS' leadership has experience in planning, developing, and overseeing programs, procedures & policies to increase DBE participation in over \$800 million in procurement, services, and construction processes.
- **Engaging Diverse Talent** - DCS' multi-generational talent management services averages 400 prospects per year that either improve their skills, overcome barriers, or access job opportunities.
- **Engaging Faith-Based Organizations** - Our leadership has designed and implemented initiatives for building FBO capacity and leveraging funding for the Housing Authority City of Pittsburgh's Faith-Based Strategic Plan increasing engagement by 75%.

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## TESTIMONIALS

"Davis Consulting Solutions is an innovative firm highly skilled in addressing the core workforce, business, and management needs within the community, economic development and local industry sectors. The DCS team is responsive and can adapt to the needs of any client with ease and effectiveness. This versatility gives them a competitive edge in providing dynamic services focused on solutions as we all seek to adapt to the new normal."

**Diamonte Walker, MBA**  
**URA Deputy Executive Director**

"DCS is an organic, grassroots-focused consulting company that bridges vulnerable people with wealth-building strategies that resonate with their interests."

**Fred Brown**  
**President and CEO, The Forbes Fund**

"Anyone looking for a job and seriously looking, I would absolutely suggest reaching out to you and your Community2Work Program associates. Programs like yours are what folks who may have had an issue or not completed college need for the right step towards succeeding."

**M.J., UPMC Health Care Concierge**

"Danielle('s) ...business acumen is matched only by her commitment to making sure everyone she works with finds a path to success."

**Mike Capsambelis,**  
**Product Manager, Google**  
**Founder and Trustee, Awesome Pittsburgh**

"I was offered a full time position with UPMC with a very nice starting pay!!! This year started off rough for me and my family and Davis Consulting Solutions has truly been the sunshine in my storm and I am beyond grateful for them!"

**M.R., UPMC Pharmacy Services Rep**

"She (Danielle) has cultivated meaningful professional relationships with a diverse group of stakeholders in the region...(and) has an understanding of the needs of the various communities...organizations and businesses... and the opportunities that exist for the clients she works with."

**Kimberly A. Follett**  
**Regional VP, VOAPA Program Operations**

## Ways the DCS' team engages with our clients

**Community Economic Development** - DCS leverages relationships and resources for community problem solving, business growth, urban planning, diversity and economic inclusion through:

- **Consulting** - DCS engages in consulting and program management for innovative projects that develop businesses, employ diverse talent, revitalize neighborhoods, and build community capital.
- **Events/Training** - We assist in organizing, promoting, and coordinating customized stakeholder events and training related to small business capacity building and contracting, as well as, workforce and community development.

**Human Resources & Organizational Leadership** - DCS leverages employees and resource for productivity problem solving, leadership growth, talent management, and employee relations through:

- **Coaching** - DCS engages in coaching for executives and those strategically guiding and managing a group of people to produce results, increase accountability, and influence multiculturalism.
- **Training** - We assist in organizing, promoting, and coordinating customized events and training for recruitment and retention, leadership, team building, as well as, diversity and inclusion.

**Organizational Development** - DCS leverages employees and small businesses for organizational capacity building and problem solving, navigating change, improving effectiveness and creating positive social impact through:

- **Consulting** - DCS engages in consulting organizations for developing and reinforcing strategies, structures, and processes that increase profitability and workplace culture.

## CURRENT CLIENTS

**University of Pittsburgh Medical Center (UPMC)**, the DCS team helps diversify their staffing by attracting, training, and qualifying prospective employees through our Community2Work® program.

**Hazelwood Initiative (HI)**, partnered with DCS to co-create an economic recovery program providing coaching, consulting, and training to job seekers and small businesses in the Greater Pittsburgh region.

## PREVIOUS CLIENTS

**Allegheny County Airport Authority (ACAA) - Pittsburgh International Airport (PIT), Terminal Modernization Program**, we consulted on the DBE outreach strategy and compliance tactics.

**Allegheny County Sanitary Authority (ALCOSAN)**, DCS held multiple contracts; one facilitated assessment-based learning for critical team members and another executive coaching for leaders.

**Urban Redevelopment Authority (URA)**, as business consultants we provided technical assistance to loan applicants and recipients.