




RIVERGROUP

Where Innovative Ideas Flow



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About Our Firm

RIVERGROUP Incorporated is a premier business development consulting firm focused on helping chief executives increase profitable business through government markets.

RIVERGROUP is a team of the very best experts, experienced in developing and executing focused strategies in:

- Government Business Development/Government Marketing
- Lobbying and Government Affairs/Government Relations
- Government Research and Development (R&D) Funding Programs
- GSA, VA, and other Government Contract Negotiation and Management
- Contract Compliance Management Programs
- Government Market and Database Research
- International Marketing and Import/Export Controls
- Appropriations Issues
- Investment Strategies

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RIVERGROUP delivers on our brand promise by uniquely blending business management, marketing experience and knowledge of government requirements and agencies. Our name is based on the definition of a river as "a large flowing channel on a definite course." We are prepared to help your organization achieve a definite course to strong results.

We help executives recognize, define and execute innovative strategies while assisting with maps to opportunities for successful government business development. We help the organization focus on delighting the customers, creating specific performance measurements to promote approaches that support results. Our management process helps identify the highest impact practices to be modeled and transferred across the organization for high value business growth. Our emphasis is on helping executives provide customer solutions critical to quality by focusing on doing the right things, right.




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Expertise

RIVERGROUP expertise includes extensive government knowledge and executive linkage in the executive and legislative branches of the U.S. Federal government, as well as other national governments. Our knowledge-based marketing and government affairs approaches will help businesses:

- Align Corporate Solutions with Customers
- Define Markets and Channels
- Establish Negotiated Contracts
- Develop Maps to Opportunities
- Build and Execute Business Growth Plans

Our experts have extensive backgrounds working closely with Fortune 500 companies, international government organizations, trade associations, the General Services Administration (GSA), Department of Defense organizations, U.S. Congressional offices and executive branch agencies.

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RIVERGROUP helps executives find the best channels and map a definite course to get the right things done to assure results for our select clients.

Principles and Values

We are proud of our corporate principles and values. Our firm gravitates towards working with companies, people and clients with similar corporate cultures. Innovation, creativity and personal respect combined with a true enthusiasm for team achievement, create an atmosphere of trust within our company and our client relationships.

RIVERGROUP is highly committed to results. At the same time, we consistently strive to enhance and protect our client companies by demonstrating the highest ethical conduct, which is paramount. We are proponents of community support, involving personal and corporate contributions of skills and time to organizations benefiting those where we live, work and associate.

Our values stress that success comes through knowledge, and is gained by earning and building customer loyalty with our commitment to uncompromising honesty, integrity and fairness. Loyalty promotes teambuilding, which strengthens our overall ability to help our clients and partners attain a shared vision, corporate goals and objectives critical to quality.



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CEO's Biography

Harvey F. Ernest, Jr. is President and Founder of RIVERGROUP Incorporated, a premier global consulting firm located in the Washington, D.C. area. RIVERGROUP focuses on helping chief executives increase their business through strategy development and implementation yielding high value results. RIVERGROUP's clients include companies ranging from multi-billion dollar Fortune 500 firms to technology startups, to not-for-profit organizations, to foreign governments.



Mr. Ernest founded RIVERGROUP in 2001 after a successful 27-year career with 3M. During his 3M career, Mr. Ernest served in various management positions throughout the \$18 billion multinational company. Headquarters management assignments involved 3M's transportation, health care, advertising and government businesses. His last 3M assignment was as director of 3M Federal Systems, the company's central marketing organization for developing government business worldwide. Mr. Ernest received 3M's prestigious "Marketing Excellence" award in 1989.

Mr. Ernest is recognized as an expert in business development, planning, business processes, growth strategies and legislative relations. He has received awards, personally and as a representative of his former company, from many organizations recognizing these capabilities.

A strong believer in community service, Mr. Ernest is an active member and has served as vice chairman of the board of The Marrow Foundation. He serves as a member of the board of trustees of the Washington, D.C.-based Federal City Council. He recently completed an eight-year term as a member of the board of the National Industries for the Blind, chairing their marketing and performance management committees. He also served as vice chairman for strategic alliances with Junior Achievement of the national capital area.

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Competencies and Team Experience

RIVERGROUP has assembled a team of experts comprised primarily of individuals with specific competencies and experiences that make them leaders in their fields.

RIVERGROUP experts are part of our alliance team. Many serve as heads of small companies providing expertise critical to program and project success. The following are examples of team members' former careers and positions:

- Director of Fortune 500 corporate government marketing operation with over 25 years experience.
- Director of government affairs with a Fortune 500 company with 20 years experience in political advocacy.
- Assistant commissioner of the General Services Administration heading the Federal Supply Service Multiple Award Schedules Program, 30 years experience.
- Assistant general counsel of the GSA Federal Supply Service, 28 years experience.
- Military Surgeon General with 30 years global health care leadership experience.
- Office of the Secretary of Defense and Defense Logistics Agency executive who served as principal architect of DLA's EMALL e-commerce program, 20 years experience.
- Twenty-year member of the U.S. Congress and chairman of the Appropriations Committee, and now CEO of a top ten lobbying firm.
- Communications, advertising and public relations executive with 20 years experience working with financial, media, health care, technology, government and nonprofit organizations.
- Transportation executive with 25 years experience working in state and local government development, specializing in new technology solutions.
- Director of export controls for a Fortune 500 company with 25 years experience.
- Chief technology officer and Ph.D. chemist focused on analysis and identification of R&D opportunities; 20 years experience.
- Foreign Service Officer , U.S. Department of State, focused on international issues, analysis and presentation of facts for strategy formulation, 21 years experience.

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