



Stone Brook Solutions

**Transform. Compete. Succeed.**

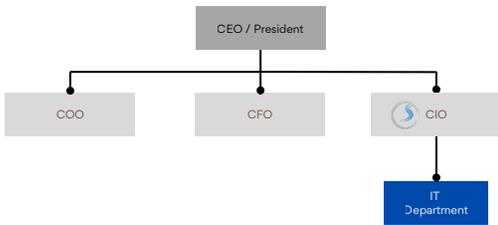


## Strategic IT Leadership for Growing Businesses

### Who We Are

Stone Brook Solutions provides fractional and virtual IT executive services, project management consulting, and PMO development for small and mid-sized businesses.

We help organizations align technology with business goals, improve operational efficiency, and deliver successful projects—without the overhead of full-time executive hires.



### Virtual IT Executive

- Department-level Oversight
- Tactical Project Planning
- Vendor Management & Performance Metrics

Perfect for businesses seeking hands-on IT leadership to optimize operations

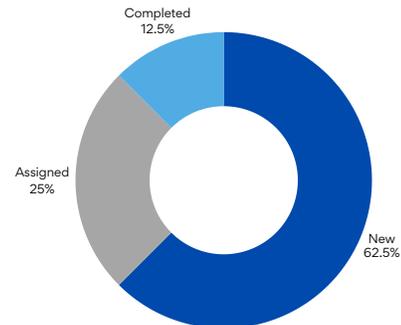


### Core Services

#### Fractional IT Executive

- Executive Guidance & Strategic Planning
- S.T.E.P. (Strategic Technology Executable Plan)
- Executive Visibility & Feedback Loop

Ideal for SMBs needing high-level IT strategy without a full-time CIO



#### PMO and Project Management Services

- Multi-project Portfolio Management
- Steering Committee & Reporting Standards
- Agile, Waterfall and SAFe Methodologies
- On-time, On-budget, High-Quality Delivery

Ideal for businesses needing expert project execution and adaptability

### Let's Talk

📞 Book a free 30-minute consultation at <http://www.stonebrooksolutions.com>



## Capabilities Statement

### Service-Disabled Veteran-Owned

Combining over 30 years of expertise with a foundation built on trustworthiness, Stone Brook Solutions is anchored by four core values: Competence, Collaboration, Creativity, and Compassion. Stone Brook Solutions is deeply committed to giving back to the community.

### Core Competencies

- Technology Strategy & Advisory
- Risk Management & Compliance
- Business Process Optimization
- Program and Project Management
- Vendor Management
- Culture
  - Veteran Values
  - Mission-Focused
- Skills
  - Technology Savvy
  - Business Acumen
  - Emotional Intelligence

### Past Performance

- Managed infrastructure modernization and migration to cloud services, saving the client > **\$200k per year** in infrastructure cost.
- Managed conversion of legacy web portal to Appian providing market agility and competitiveness.
- Lead complete business process analysis and improvement; simplifying systems and reducing complexity.



## CORE NAICS CODES

- **541611 (Primary)** - Administrative Mgmt. & General Mgmt. Consulting
- **541618 (Secondary)** - Other Mgmt. Consulting Services
- **541512 (Adjacency)** - Computer Systems Design Services

**Fed Tax ID:** 93-3663720

**Cage Code:** 9RNP5

**DUNS No:** 10-387-5804

- **Maryland**

- **SBE**

- **Number:** SB24-058305
- **Exp Date:** 3/31/2029

- **VSBE**

- **Number:** VB24-058296
- **Exp Date:** 3/31/2029

- **Virginia**

- **SWAM**

- 833621
- Small Business
- Micro Business
- Service Disabled Veteran Owned
- Exp: 11/7/2029





## Community Involvement

2024



### National Veteran Small Business Coalition – Education Foundation

NVSBC is a nationally recognized non-profit organization that provides **Training, Engagement, and Advocacy** for Veteran small business professionals in the federal market to ensure they are **Procurement Ready** and have enhanced access to opportunities to start, operate, sustain, and grow competitive and strong businesses serving Federal agencies and other government contractors.

[Learn More](#)



### Chesapeake Therapeutic Riding, Inc. – Thank A Vet

CTR supports vets through a variety of horse-related activities – adaptive (therapeutic) riding, ground-based exercises, and equine assisted learning. Veterans can increase their strength, balance, coordination, flexibility, confidence, trust, and communication skills.

[Learn More](#)



### The Miracle League of Harford County

The Miracle League believes that **Every Child Deserves a Chance to Play Baseball.**

[Learn More](#)



### Harford Family House, Inc.

Harford Family House, Inc. assists families and individuals experiencing homelessness in Harford County to achieve independence through housing, support, and resources dedicated to improving their financial stability and mental well-being.

[Learn More](#)



### Pets on Wheels

Pets on Wheels shares the love of friendly therapy pets to help improve life, connecting our pets with people to make a profound positive difference every day.

[Learn More](#)



### Laila's Gift

Laila's Gift stands as a unique beacon in the nation, offering unparalleled support and celebrations for children with special needs and disabilities, embracing not just the child but their entire family in a joyful community of inclusion.

[Learn More](#)



### The Turntable Fund

The Turntable Fund, Inc. in Harford County, MD, aims to support musicians facing financial challenges when their live performances are disrupted. For many artists, live gigs are their primary source of income, making it crucial for them to have a safety net in times of need.

[Learn More](#)

2025



### Inaugural Corn-Hooley & Shamrock Shenanigans

Helping firefighters and their families in their times of need

[Learn More](#)



### Amanda Hickkad CCA Celebration Walk

The AHCWW is named after a beloved Bel Air resident, wife, and mother of three, Amanda Hickkad, who received treatment at the Kaufman Cancer Center and utilized the invaluable services of Cancer LifeNet. With over 300 free-of-charge supportive services, Cancer LifeNet has helped impact the lives of over 22,000 individuals and families in Harford and Cecil Counties, just like Amanda.

[Learn More](#)



### Harford Day School

At Harford Day School, learning is a joyful process rooted in respectful relationships, strong traditions, and an innovative program that fosters confidence, imagination, curiosity, and engagement with the world.

[Learn More](#)



### Harford County Education Foundation

Harford County Education Foundation invests in the education of 30,000 youth in Harford County Public Schools by providing educational resources to complement the learning and growth of each student regardless of their economic circumstances.

[Learn More](#)



### Pathfinders for Autism

Pathfinders for Autism works to educate and train the community to support and improve the lives of individuals with autism and their families throughout the lifespan.

[Learn More](#)



### CHEP

Our mission is to empower homeless veterans, community members, and professionals to make positive and sustainable changes in their lives.

[Learn More](#)



### Maryland United Football Club

To develop highly committed soccer players in an inclusive environment who are a proud representation of the club at the state, regional and national competitive platforms.

[Learn More](#)



### Ed Block Courage Award Foundation

The Ed Block Courage Award Foundation provides each of the 27 members of the National Courage House Network supporting abused, neglected and at-risk youth with monetary and gift-in-kind donations along with various needed services to help advance their mission.



# Case Study - 1

## Transforming Healthcare Service Delivery through Agile IT Solutions

### Client Profile:

A mid-sized healthcare firm with 42 employees faced challenges in managing its IT operations, affecting their service offerings and customer support.

### Challenge:

The client's existing IT infrastructure, built on ASP.Net and SQL Server, was unable to quickly adapt to the changing demands of the healthcare market. The development and deployment of new services were slow, and the IT team, feeling overwhelmed and underappreciated, struggled with dated skills and weak project management. The lack of strategic IT direction hindered the company's ability to compete effectively.

### Solution:

Our IT consulting firm engaged with the client to overhaul their IT strategy and introduce Agile methodologies, focusing on enhancing the agility and responsiveness of their IT services. We implemented a new project management tool and restructured the IT team to improve workflow and project visibility.

### Results:

The adoption of Agile methodologies transformed the client's IT operations, enabling faster development cycles and more frequent product releases that met user needs. The enhanced reporting and simplified workflows led to a 30% increase in customer retention and a significant gain in market share due to new ancillary service offerings. The client's IT team became a strategic asset, directly contributing to the firm's growth and success in the competitive healthcare industry.



# Case Study - 2

## Revolutionizing IT with Customer-Centric Solutions in Healthcare

### Client Profile:

A healthcare company was struggling to keep up with market demands due to an outdated IT system that dictated business operations rather than enabling them.

### Challenge:

The client's IT system was built on a complex mix of ASP.Net, SQL Server, and SSRS, which made it difficult to implement changes and address customer needs efficiently. Their business strategy was hampered by IT limitations, leading to missed opportunities and a reputation for poor service.

### Solution:

Our team conducted a thorough assessment of the existing IT infrastructure and business processes, implementing a customized solution that focused on agility, customer service, and market responsiveness. We revamped their software architecture using cloud services and a shared responsibility and shared security model to enhance decision-making and service personalization.

### Results:

With the new system, the client was able to offer "white glove" service to key customers and rapidly adjust pricing structures to reflect market conditions, resulting in enhanced customer satisfaction and loyalty. The streamlined processes and advanced reporting capabilities enabled the client to anticipate market needs and launch new services effectively, leading to a robust increase in market share and overall business growth.



# Case Study - 3

## Strategic IT Overhaul Leads to Enhanced Market Performance in Healthcare

### Client Profile:

A specialist in healthcare with significant challenges in IT governance and strategy, hindering their ability to expand and innovate.

### Challenge:

The client was constrained by an IT department structure that was flat and non-strategic, leading to prolonged product development cycles and inadequate market responses. The business felt hostage to its IT department, which lacked direction and modern IT skills.

### Solution:

We introduced a comprehensive IT strategy overhaul, starting with leadership coaching for the CIO to transition from lead developer to strategic leader. We redefined the IT department's structure to foster a collaborative environment focused on business goals and customer needs, utilizing modern tools and technologies to streamline operations and enhance data management.

### Results:

The restructuring led to a revitalized IT department that was able to deliver new functionalities within weeks instead of months. The business experienced a significant turnaround, with increased agility in service offerings and a more robust presence in the healthcare market. The new strategic approach not only improved internal morale but also positioned the client as a forward-thinking leader in healthcare services.



# Testimonials

## **Jim Frances**

**Director, SC&H Group - fmr**

Richard is someone that knows how to work in a collaborative manner, strives to make sure all parties are satisfied with the project, and that any project he is involved with is completed in a timely manner. During my 30-year career I worked with many IT professionals but Richard stood out from the crowd. He had the rare skill set of being a strong project manager / IT expert as well as working to ensure the needs of our business were met.

## **Frank Scaramuzza**

**Senior Portfolio Manager, Ingredion Inc. - fmr**

While working for a global food distributor, I had the pleasure to work with Richard while I was overseeing an acquisition of a mid-sized spice manufacturer. During this acquisition, it was imperative to integrate legacy systems of the smaller firm into our organization in an expeditious and efficient manner while mitigating the risk related to customers and their orders.

Richard provided the leadership and expertise that accomplished both objectives. He was instrumental in organizing and leading efforts to prepare the legacy systems for conversion, implementing new solutions that were compatible with our organization, and managing those efforts to avoid any outages on the production lines and shipping. Richard's skills and knowledge of technology are only matched by his people skills and abilities to lead them toward the common business goal.



# Testimonials - cont.

**Kress Stein**

**CEO Efferent Health**

Working with Stone Brook Solutions has been nothing short of professional and competent. The knowledge and leadership we experienced during the course of a 14 month project has been proven invaluable to the outcome of the project. Stone Brook Solutions brokered many collaborative interactions during the project with the focus on a compatible solution that would benefit all parties. We look forward to future projects with Stone Brook Solutions.



# Get to know you

We are in the business of helping organizations grow and achieve their vision.

Let's discuss your organization and we will provide you with information on how our service can help you achieve your vision.

No obligation. No pressure.

Our engagements are structured such that you are in control and you decided how long your organization needs our assistance.

Our team is made up of seasoned professionals that use industry best practices to achieve measurable results.

## Let's Talk

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