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POC
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ONPOINT
STRATEGY

KEEP THE PROCESS ON POINT

We are a full-service company with experience serving clients such as

FEDERAL
GOVERNMENT

LOCAL AND STATE
GOVERNMENT

NON-FOR PROFITS AND
OTHER PRIVATE ENTITIES

BUSINESS OVERVIEW

Established 2016
Place of Performance
Puerto Rico & United States
8(a) Small Business
Economically Disadvantaged Woman-Owned
Business (EDWOB)
HUBZone
Minority Business Enterprise (MBE)
Disadvantaged Business Enterprise (DBE)
GSA MSA Contract #47QRAA22D000J
PR-RUL -30620
PR-RUP - 2160
PR03052
Unique Entity ID
G51QUU5YNKU9
CAGE 86CY9
NAICS CODES
PSC CODES
R707; R429

Primary: 541611 541690, 541990, 561110, 611430, 541930

CAPABILITIES

We are focused on helping the private sector and non-profit organizations in the areas of:

- Grants Management Consultancy
- Emergency Preparedness and Disaster Recovery
- Software Implementation Support
- Administrative Services (Staff Augmentation)
- Capacity Building
- Business Valuation
- Community Liaison and Concierge services
- Other administrative and financial areas.

MEET OUR TEAM



CARMEN "MELY" TORRES
MSA
Chief Visionary Officer
and Founder



J. ALEKSEVISH PASTOR
BSCE
Chief Solution Strategy



CARLOS B. ORTIZ
CPA, CVA
Chief Financial and
Administration Officer

PROFESSIONAL CERTIFICATIONS

Certified Grants Management Specialists
(CGMS) Certified Public Accountant (CPA)
Certified Valuator Analyst (CVA)
Certified Fraud Examiners (CFE)

SPECIALIZED TRAINING

IS-00235.c Emergency Planning
IS-00288.a Role of Voluntary Agencies in
Emergency Management
IS-00162 Hazard Mitigation Floodplain
Management in Disaster Operations
IS-00230.d Fundamentals of Emergency
Management
IS-00158 Hazard Mitigation Flood Insurance in
Disaster Operations
IS-0100.c An Introduction to the Incident
Command System

CAPABILITY STATEMENT

Core Competencies

On Point Strategy LLC is a management consulting firm that provides a wide range of operational improvement and compliance services to corporations, government, non-for profit, and other organizations. We are located in Puerto Rico, but our expertise allows us to provide services internationally. OnPoint is certified by the Small Business Administration (SBA) as an 8(a), an Economically Disadvantaged Women-Owned Small Business (EDWOSB), and HUBZone. We are also certified as a Minority Business Enterprise (MBE) and as a Disadvantaged Business Enterprise (DBE) and hold a GSA MAS Contract.

We are focused on helping our clients in the areas of Grants Management, Emergency Preparedness and Disaster Recovery, Forensic Accounting, Fraud Prevention and Investigation, Business Valuation, Value Acceleration and Exit Planning, Software Implementation Assistance, Community Liaison and Concierge services, and other administrative and financial areas.

Key Differentiators

At OPS, we believe our key differentiator is the people that make our business grow. The OPS team is composed by a mixture of bilingual (English & Spanish) professionals. As well, subject matter experts with a combined average of over 35 years of experience in fields of grant management, federal regulatory compliance, grants writing, project development, project management, public assistance, disaster case management and recovery, engineering, accounting, mediation, psychology, sports management, law, education, human resources, and finance. In our diversity lies the key to our success.

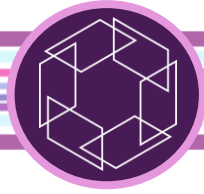
Past Performance

- United States Department of Agriculture Grantees
- Puerto Rico Fiscal Agency and Financial Advisory Authority (FAFAA)
- State Agency for Nutrition and Food Services of the Department of Education (AESAN)
- Administration for the Integral Care and Development of Children (ACUDEN)
- United States Federal Transit Administration Grantees
- United States Department of Housing and Urban Development Grantees
- Puerto Rico Office of Management and Budget



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SCAN ME



Past Performance

Contract Details

Client: Fiscal Agency and Financial Advisory Authority of Puerto Rico (FAFAA) as the Trustee of the Puerto Rico State Council on Developmental Disabilities
POC: Omar Marrero | omar.Marrero@aafaf.pr.gov
TCV: \$ 2,260,000
POP: 11/2018-6/2019
CPARS Available: No

Client: Fiscal Agency and Financial Advisory Authority of Puerto Rico (FAFAA) as the Trustee of the Puerto Rico State Council on Developmental Disabilities
POC: Damaris Salom Portela | Damaris.salom@aafaf.pr.gov
TCV: \$ 1,042,240.00
POP: 7/2019-Present
CPARS Available: No

Client: Puerto Rico Highway and Transportation Authority
POC: Sonia Montañez | smontanez@dtop.pr.gov
TCV: \$ 300,000.00
POP: 10/2018-6/2019
CPARS Available: No

Performance Summary

OPS provided technical support to the Puerto Rico State Council on Developmental Disabilities (CEDD) during this subaward closeout process. During this procedure consultants from On Point Strategy, LLC (OPS) and the CEDD's staff visited nine (9) subrecipients (non-profits organizations) of CFDA 93.630 Developmental Disabilities Basic Support and Advocacy Grants funds that include a total ten (10) projects, in order to gather, analyze and validate fiscal and programmatic documents to ensure compliance with HHS awards closeout requirements contained in 45 CFR 75.381 and identify allowable expenses up to May 31, 2019, and any subaward payment amounts to be recouped. During the technical support provided to the CEDD, OPS consultants analyzed over 2,000 documents received from the subrecipients and validated approximately \$1,600,000 in transactions. OPS identified \$142,641.46 to be a possible subgrantees recoupment, nevertheless, as a value added to the client, OPS identified withing the federal regulations an alternative procedure to be able to decrease the subrecipient matching funds for the client and to be able to only recoup \$55,689.65. OPS lead the negotiation with the federal grantor and developed a procedure with them and provided support to the client and we accomplished a successful closeout with the partis.

OPS provided technical support to the Protection and Advocacy Office (P&A), through the Puerto Rico Fiscal Agency and Financial Advisory Authority to closeout several grants since FFY13 to FFY18, from nine (9) federal programs managed by the P&A. OPS provided technical support to the grantee for compliance of the 2 CFR 200.344, DD ACT and the 45 CFR 75, among other. During the process OPS reviewed and analysis contracts, quarterly programmatic and fiscal report. OPS identified and supported the request of approximately more than 4.4 million dollars prior to closeout. Grants account reconciliation for all programs and federal fiscal years was performed and identified expenses not drawn by the entity. Identified equipment and support submitting the final SF425 and programmatic reports required by the grantors.

OPS conducted a total of 35 monitoring visits, to 11 grantees and 24 sub grantees, for the FTA of PR. We reviewed and analyzed over 500 documents pertaining to the area of monitoring and technical support which included but are not limited to, financial documentation, programmatic reports like vehicle inspections, maintenance reports, routes and schedules, property inspections, written procedures for the program and procurement documentation. OPS identified various findings and prepared Corrective Action Plans for all of them. A monitoring protocol was developed, and the Standard Operating Procedures of the client were updated. Developed guidelines for subgrantees to follow for compliance under all regulations that applied from FTA for the client to be able to closeouts grant and to avoid other grants for noncompliance closeouts.