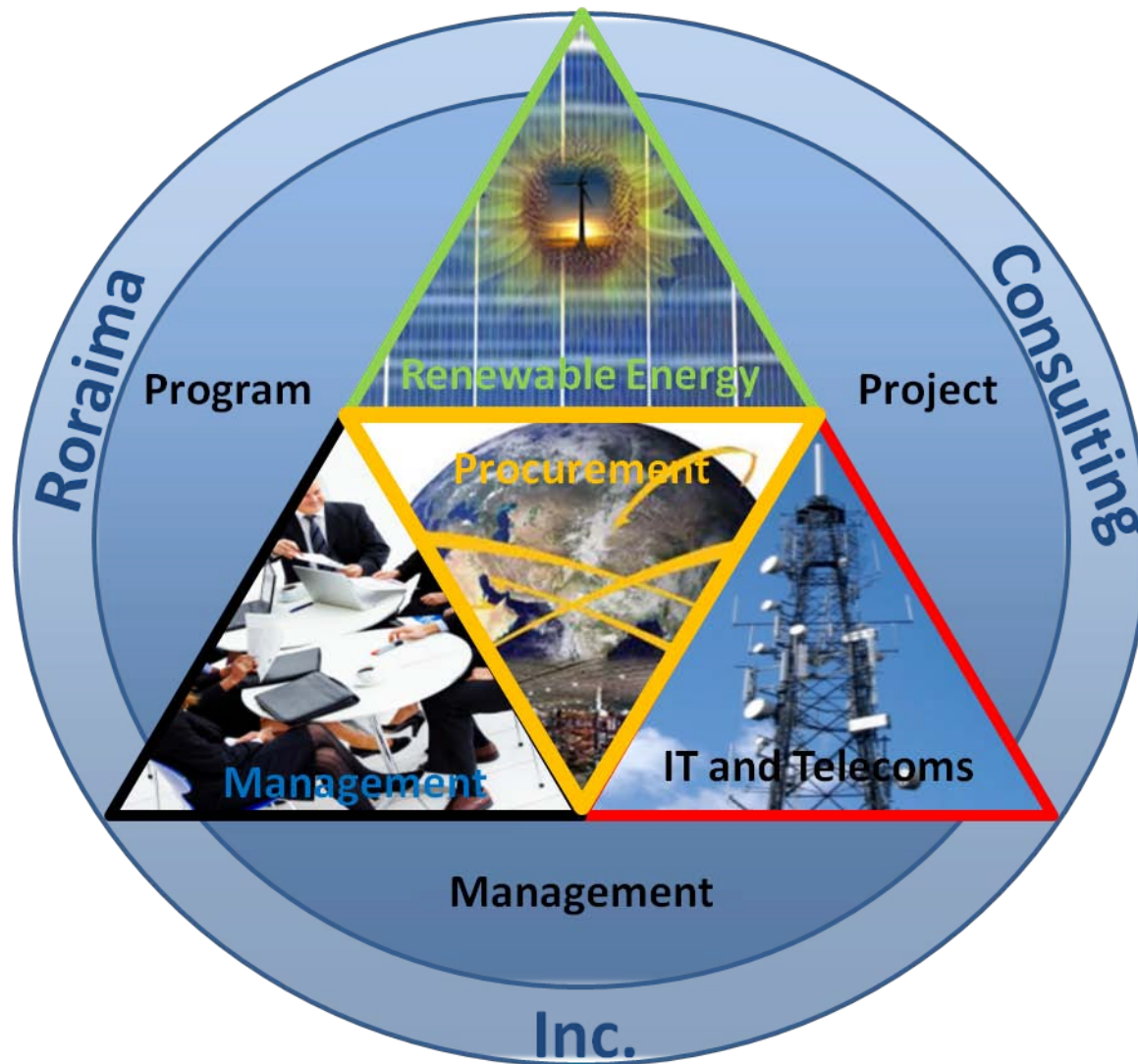


Roraima Consulting Inc. Capability Statement



Introducing Roraima Consulting Inc.

ABOUT US

Roraima Consulting Inc. (RCI) is a New York based consulting and procurement firm whose vision is to engage the passion of 100 million people for the protection of the environment and the development of sustainable companies and communities worldwide.

As a global consulting consortium, RCI partners with its Associates and clients to create and implement sustainable world-class solutions to development challenges. We disseminate innovative technologies, knowledge and skills for the development of organizations, companies, communities and the protection of the environment.

Our Principals have extensive experience assisting clients in the United States, the Caribbean and internationally. RCI also has a roster of 30 highly qualified Associates with qualifications in various fields, who are available to work on larger projects.

OUR CORE PRINCIPLES AND VALUES

RCI's core values of ***Customer Focus, Integrity, Respect, Professionalism and Teamwork*** permeate all our internal interactions and those with our client organizations.

RCI focuses on the triple bottom line of poverty reduction, energy conservation and environmental justice and skills development, in addition to making a profit.

PROFESSIONAL ASSOCIATIONS

RCI's professional associations include the Association of Energy Engineers (AEE), the United States Green Building Council (USGBC), the Society for Human Resource Management (SHRM), the Organizational Development Network (ODNet) and the American Society of Civil Engineers (ASCE).

A Vision of Global Sustainability

Certifications

RCI is certified as a Minority Business Enterprise (MBE) by:



Small Business
Services

Certificate No:
52206-92009

Empire State Development

File ID # 53292



Westchester
gov.com

Certified MBE

RCI's Clients

Our clients include:



Government
of Barbados



New York City Transit



Long Island Rail Road



Metro-North Railroad



NEW YORK CITY DEPARTMENT of HEALTH and MENTAL HYGIENE



New York Power
Authority

Generating more than electricity

Premier Client Specific Services

Our Principals: President and Chief Executive Officer

Andrea Watson-James BsocSc, MBA



Andrea is an organizational development specialist with extensive international experience. With responsibility for RCI's management consulting practice, Andrea offers our clients world class expertise in:

- **Strategic planning**
- **Management training and development**
- **Team Development**
- **Personal Transformation**
- **Program and Project Management**
- **Design and installation of renewable energy systems.**

Andrea has over 35 years' experience working with individuals, the private sector, including small businesses, the public sector, international agencies and non-governmental organizations. Andrea is an excellent communicator, facilitator, stakeholder manager and people engagement expert and works with clients to address strategic planning, leadership, commitment, accountability and trust issues which have the potential to undermine genuine, transformative change. Since 2000, Andrea has been a member of the adjunct faculty at the Cave Hill School of Business, Barbados, facilitating face to face and online courses. She is a member of the Organizational Development Network (ODNet), the Society for Human Resource Management (SHRM) and the International Development Evaluation Association (IDEAS). Andrea also completed training in the design and installation of renewable energy systems and provides backstopping assistance to our design team.

Our Principals: Chief Operating Officer (COO)

Colin Westmoreland BSc, MSc

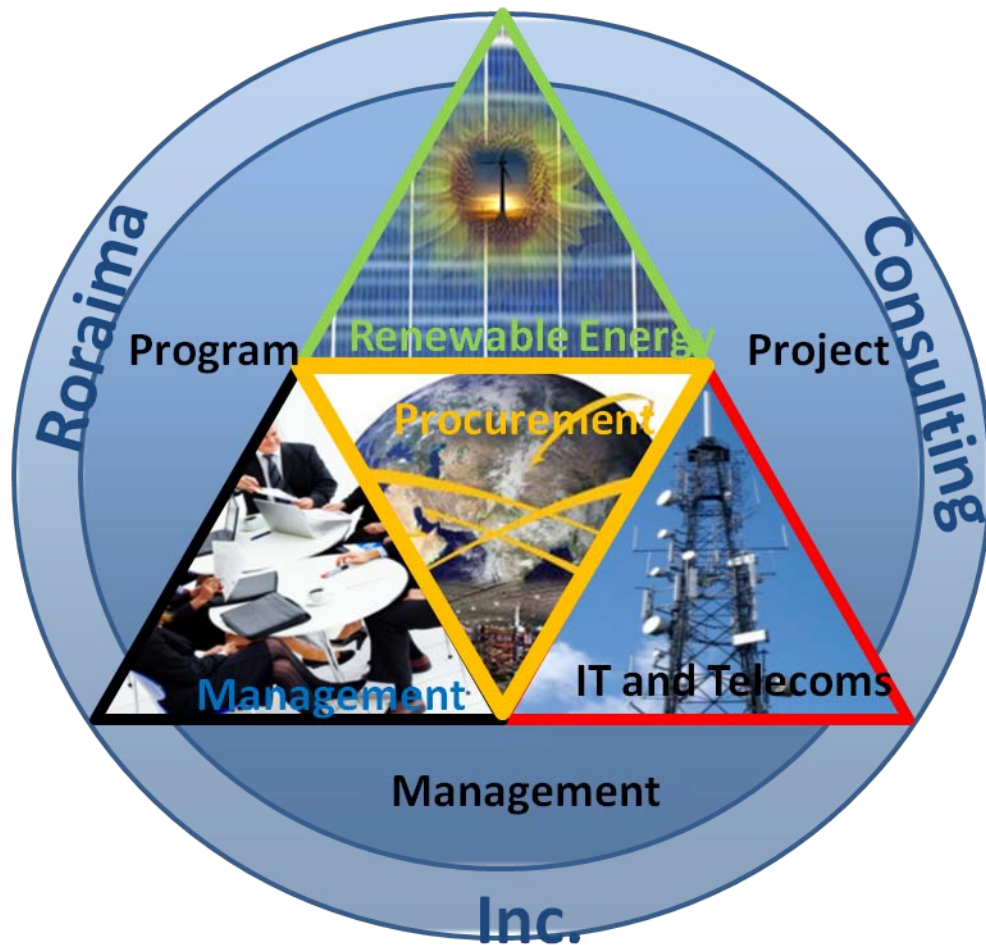


Colin's expertise spans over 32 years in the Telecommunications and Information Technology industries. With the responsibility for Telecommunications, Information Technology and Energy, Colin offers our clients world class service in:

- **IT, Telecoms and RE Technology program and project management**
- **Network architecture, design, integration and management**
- **IT and Telecommunications policy development**
- **Renewable energy system design and deployment**
- **Renewable policy development.**

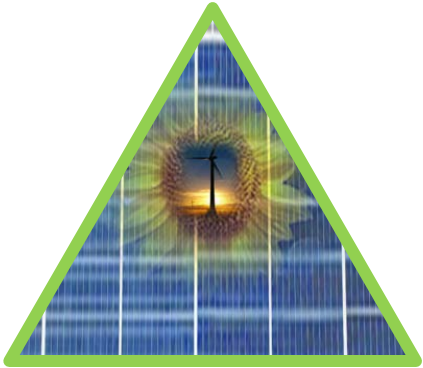
Colin functions as the Senior Vice President, Telecommunications, Information Technology and Energy and heads our technology and energy consulting practice. Colin has extensive experience designing architecture and deploying information and telecommunications networks. Specifically, Colin designed and deployed US\$1.5 billions of the most technologically advanced networks in the world to transmit and store multimedia (video, data, and voice) content. By strategically aligning with world-class technology leaders, Colin provides clients with the best in class in Information Technology and Telecommunications products and services. In addition, within RCI, Colin has the responsibility for the development, deployment and implementation of Smart Grid technology i.e. an integration of IT, Telecommunications and Renewable Energy technologies. Having completed training in the design and installation of renewable energy systems, his focus is to design and develop sustainable energy solutions to mitigate the effects of climate change.

RCI's Services



- **Renewable Energy**
 - Energy Audits
 - Energy Efficiency
 - Solar and Wind Systems
- **IT and Telecommunications**
- **Technology Management**
- **Vendor Management**
- **Management, Strategic Planning, Organizational Development, Human Capital Development**
- **Procurement Services**
- **Program and Project Management**

Renewable Energy



Renewable Energy and Traditional Powering Systems

- Energy Policy Design
- Energy Efficiency
- Energy Audits
- Design and deployment of renewable energy systems
- Design and installation of Photovoltaic Systems
- Landfill Power Generation
- Wind Systems
- Uninterrupted Power Supplies
- Batteries Systems
- Generators
- Smart Grid and smart Home Technology
- Lighting technology

IT and Telecoms



Telecommunications Engineering and Network architecture and Design for Multi-media Converged Networks:

- Voice, video and data switching
- PBX, IP telephony, land line, satellite and microwave wireless networks
- ATM, IP and MPLS networks
- Power, ventilation and air conditioning (HVAC)
- Military and civil emergency wireless (HF/ VHF/UHF) telecommunications systems
- Passive Optical Networks (BPON), GPON, and NG-PON)
- Wireless networks (W-iFi and Wi-Max)
- Microwave networks

Network Management Systems

Operations Support Systems (OSS), Network, Management Systems (NMS) and Element Management Systems (EMS), Fault management, Configuration and Capacity Management, Account Management, Performance Management and Security Management (FCAPS)

Information Technology solutions for E-business, E-commerce and E-Government

Vendor Management

Transport Network Technologies and Topologies

- Synchronous Optical Network (SONET)
- Reconfigurable Optical Add Drop Multiplexer (ROADM)
- Dense Wave Division Multiplexing (DWDM)
- Mesh Networks and
- Metro Ethernet.

Management



Organizational Development

- Organizational Assessments and Analyses – critical examination of vision, mission, goal orientation, strategies, structure, human capital, technology
- Root Cause Analysis
- Customized solutions to organizational issues

Human Resource and Talent Management

- Strategic Human Capital Planning and Alignment with Objectives
- Leadership and Talent Management
- Training for individuals, teams and across the organization

Continuous Improvement

- Business Process Reengineering
- Client Focused, Data Driven Interventions
- Facilitating Meetings and Processes
- Work and Budget Planning and Implementation

Other Services

- Small Business Development
- Lean Enterprise
- Program and Project Management.

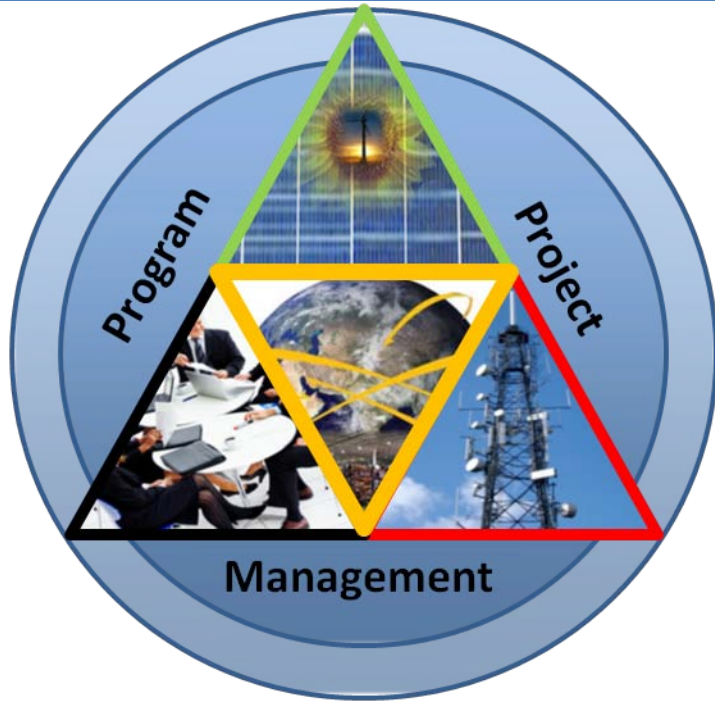


RCI supports its clients by providing cost effective procurement services in a range of areas which support our core competencies:

- **Renewable Energy**
 - Reseller relations with solar and wind systems manufacturers and for balance of system components including data loggers
- **Information Technology and Telecommunications**
 - Reseller rights for computers and other IT and telecommunications equipment (including Dell, HP, Oracle/Sun, Motorola) and for office equipment including printers, scanners and software
- **Management**
 - Tools for organization, team and individual assessments and analysis.

Our NYC and NYS procurement clients report a high level of satisfaction with our efficient services.

Program and Project Management



RCI's Staff and Associates are skilled at managing diverse programs and projects including for information technology, telecommunications, capacity development and organizational development.

Our IT/Telecoms management covers:

System Life Cycle design, planning and implementation
Design and development of:

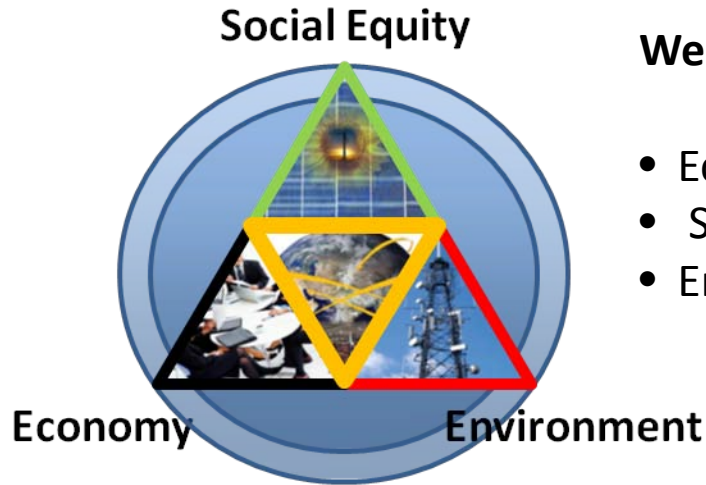
- Strategic Objectives and Requirements
- Feasibility studies
- Business case
- Solution architecture and design
- Requests for Information and Proposal (RFI/RFP)
- Implementation of project plans
- Solution implementation (First Office Application – FOA)
- Cut over to a production environment
- Training and technology transfer

Vendor Management:

- Engineering/equipment recommendation (ER)
- Contract negotiations
- Management of equipment procurement
- Statement of Work
- Service Level Agreement (SLA)
- Site plans and requirements
- Installation plans
- Development and deployment of products and services
- Logistics planning and staging
- Equip, furnish and install (EF&I).

Delivering solutions and services on Time and on Budget

Why RCI? Success Metrics



We focus on the triple bottom line to ensure sustainability:

- Economic development
- Social equity, skills development and poverty reduction
- Energy conservation and Environmental justice

- Passion for implementing the Green Economy
- Focused on enhancing the health of buildings and their occupants
- Focus on development of sustainable institutions and communities
- Provides green IT and telecommunications services
- Delivers client focused, data driven and cost effective services
- Offers efficient Program and Project Management services
- Provides cost effective procurement services for operational efficiency.

Contact Us

Please contact us for a **Complimentary** consultation and information on our full range of consulting, renewable energy and procurement services and training programs:

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Fax: (877) 686-0396

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Support: support@roraimaconsulting.com

Website: www.roraimaconsulting.com

President: andreawj@roraimaconsulting.com

Sr. Vice President: colin.westmoreland@roraimaconsulting.com

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