

NorthAdvisory

Operational Expertise That Pays for Itself

Enterprise Cost Discipline · Process Transformation · Vendor Governance

SWaM Certified (Pending) | eVA Registered | SAM.gov Registered | Serving the Commonwealth of Virginia

W H O W E A R E

Boutique Scale. Enterprise Execution.

North Advisory was built to give Virginia's public institutions access to the same caliber of operational leadership that the world's best organizations deploy — without the overhead, junior-staff delivery model, or minimum project sizes that put national firms out of reach for most institutional budgets.

We bring Fortune-50 cost discipline, sourcing methodology, and execution rigor to public agencies, universities, and growth-stage private organizations — structured around outcomes that matter to you, not frameworks that look impressive in a slide deck.

Where national firms send teams at overhead rates with junior analysts on delivery, North Advisory delivers senior-led engagement at institutional project budgets — with the speed, proximity, and accountability that large firms structurally cannot match.

W E S P E A K Y O U R L A N G U A G E

The Same Challenge, Framed for Your Budget Owner

The same operational challenge can be funded from procurement, finance, administration, IT, or the executive level. We meet you where the budget lives.

YOUR ROLE	HOW WE FRAME OUR WORK
Procurement Officer	Cost savings & cycle time reduction, vendor consolidation
VP Finance / CFO	Cost reduction ROI, compliance risk, audit readiness
VP Administration / COO	Staff capacity, workflow bottlenecks, policy compliance
IT / Department Head	Vendor performance, contract risk, renewal strategy
President / Board	Institutional effectiveness, peer benchmarking, strategic positioning

W H A T W E D E L I V E R

Core Service Lines

SERVICE	WHAT WE DO	DELIVERABLES
Cost Visibility & Margin Protection	Targeted spend analysis to identify cost leakage, vendor overlap, and contract inefficiencies — with a prioritized savings roadmap delivered within 30 days.	<ul style="list-style-type: none"> — Spend review (1–3 categories) — Vendor consolidation analysis — Contract benchmarking — Savings prioritization roadmap — Executive-ready summary
Sourcing Support & Supplier Negotiations	End-to-end solicitation support for institutions that lack bandwidth or internal capacity — from scope definition through award documentation.	<ul style="list-style-type: none"> — RFP/SOW drafting — Vendor Q&A management — Evaluation framework — Scoring rubric — Award recommendation
Procurement Workflow Optimization	Audit active vendor contracts to ensure compliance, performance accountability, and pricing alignment. Most organizations discover material savings within existing agreements.	<ul style="list-style-type: none"> — Contract health review — Performance risk identification — Renewal/exit strategy — Governance cadence (QBR + KPIs)
Process Redesign & Accountability	Redesign procurement workflows to reduce cycle time, clarify approval authority, and strengthen policy adherence — without overcomplicating what already works.	<ul style="list-style-type: none"> — Current-state process mapping — Approval authority clarity — Bottleneck analysis — Future-state design + roadmap
On-Demand Operational Leadership	Executive-level guidance for organizations navigating transition, growth, or transformation. Fortune-50 methodology and CPO-level thinking — without full-time overhead.	<ul style="list-style-type: none"> — Procurement maturity assessment — Category strategy roadmap — Executive reporting dashboards — Fractional leadership support

TRACK RECORD

The Kind of Outcomes That Make Leadership Look Good

Built across multiple Fortune-50 organizations — the analytical discipline that generated enterprise results applies directly to institutional challenges.

<p>\$1B+</p> <p>SPEND MANAGED</p> <p>Lifecycle procurement leadership across world-class organizations in energy, technology, and consumer sectors.</p>	<p>15+</p> <p>YEARS ENTERPRISE EXPERIENCE</p> <p>Senior-level delivery in complex, regulated environments — not delegated, directly applied.</p>	<p>3x</p> <p>INDUSTRY SECTORS</p> <p>Energy, retail/technology, and consumer electronics — broad pattern recognition applied to your challenge.</p>
--	---	--

<h2>Days</h2> <p>TIME TO MOBILIZE</p> <p>A diagnostic can begin within days of engagement — no lengthy onboarding before work starts.</p>	<h2>30–60</h2> <p>DAYS TO INITIAL SAVINGS</p> <p>Most clients see measurable savings or process improvements in the first 30–60 days.</p>	<h2>SWaM</h2> <p>CERTIFICATION PENDING</p> <p>Access to Virginia's set-aside contracting lanes, unavailable to national competitors.</p>
--	--	---

W H Y N O R T H A D V I S O R Y

What We Have That No One Else Does

National firms operate in Virginia's public sector — but at project sizes and overhead structures that put them out of reach for most institutional operational budgets. That gap is where North Advisory operates.

NATIONAL FIRMS	NORTH ADVISORY
Minimum project sizes that exclude most institutions	Right-sized to your actual need and budget
Junior staff on delivery, senior names on the proposal	Senior-led delivery, start to finish
Weeks to mobilize, months to deliver findings	Diagnostic begins within days of engagement
No SWaM certification or set-aside access	SWaM certified (pending) — set-aside eligible
Distant from your market, visiting on schedule	In your market, available when it matters
Frameworks that impress in presentations	Recommendations leadership can act on now

R E G I S T R A T I O N S & C E R T I F I C A T I O N S

Registered, Certified & Ready

<p>SWaM Certification Pending (#842917)</p> <p>Virginia SBSD. Unlocks set-aside contracting lanes unavailable to national firms.</p>	<p>eVA Registered Active</p> <p>Virginia's eProcurement system — the Commonwealth's primary procurement platform.</p>	<p>SAM.gov Registered Active</p> <p>Federal registration for state and federally-funded contracts.</p>
<p>NAICS 541611</p> <p>Administrative Management Consulting</p>	<p>NAICS 541618</p> <p>Other Management Consulting Services</p>	<p>NIGP 91800</p> <p>Procurement / Management Consulting</p>

GET STARTED

Let's Talk About Your Challenge

The best first step is a direct conversation — no pitch deck, no proposal before a conversation. Connect with an experienced advisor who has solved these problems before.

North Advisory LLC

info@northadvisory.com

thenorthadvisory.com

Serving the Commonwealth of Virginia

Why engage North Advisory?

- Fortune-50 methodology, applied at institutional scale
- Senior-led delivery — built to preserve quality as we grow
- SWaM certification (pending) — set-aside eligible
- In your market, from Tidewater to Northern Virginia
- Right-sized engagements, fast mobilization