

Featured Task Force Member - DeltaPoint Partners Group

DeltaPoint Partners Group provides businesses with an array of useful services

Three Task Force members have come together to form a convenient and value-driven resource to provide fractional outsourced operational, marketing, procurement, and a range of other services for business owners.

The group operates under the DeltaPoint Partners brand with principal Mark Hollingshead, Paul Mara, an Army veteran and strategic partner with Diverse Supplier Development Corporation and Air Force veteran Ken Erdelt, a principal and business coach at Deer Ridge Group. Combined these three members offer a full range of experience in executive management, entrepreneurship, marketing and sales and much more. Together the team has 200 years of professional business and marketing experience.

The DeltaPoint Partners group helps companies execute business and business development imperatives that they may not have the financial resources, time, or expertise to do on their own. They do this for less than the cost of a new hire who may have only a fraction of the skills or experience this team brings to the table. The group works with companies ranging from start-ups to \$40 million-plus organizations. Mara first worked with NVBDC in April 2017 as a Corporate & SD/VOB Outreach Consultant and continues to help increase corporate membership and SD/VOB certifications with the DeltaPoint Partners team.

Hollingshead says the group can help clients build the business and marketing infrastructure that many companies don't have the capacity to do on their own. "We help business owners fill their business gaps and take it further than consultants because we help to execute rather than just advise or coach," he says.

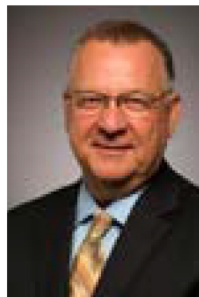


Hollingshead adds that the group has invested significantly in programs and processes to help customize what a business needs.

“We have seen and dealt with just about every type of challenge small businesses can see and we leverage our combined experience to help make a difference for our clients,” says Erdelt.

Additionally, the group has offered their services at no charge to help Fortune 1000 corporations find SD/VOBs and other diverse suppliers to support their procurement needs, Mara says. “We have worked on more than 1,070 procurement opportunities for 70+ companies like Boeing, Disney, Capital One & Medtronic, and more”.

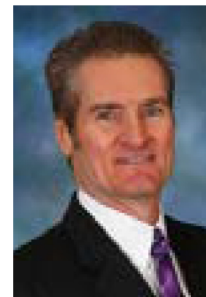
Visit the DeltaPoint Partners [website](#) or call Mark Hollingshead at 315-766-8906 to learn more or for a complimentary assessment.



Ken Erdelt



Mark Hollingshead



Paul Mara