



OI Global Partners' Meeting Brussels April 23 through 25, 2015

Combined Business Services

Scott Miles - OIGP - Miles Lehane, LLC

David & Melanie Miles - The Miles LeHane Companies

"Inspiring Strategic Transitions"

Profile of our Businesses

Service	(%) of Revenue
Miles LeHane, LLC-OIGP	
Executive Outplacement	50%
Outplacement/Technical-Professional	30%
Outplacement/Various	20%
The Miles LeHane Companies	
Strategic Management Consulting & Contract Consulting	40%
Executive Coaching & Assessment	35%
Coaching	20%
Executive Search	5%

Profile of our Business

- ▶ Staffing Combined
 - ▶ 3 Principles
 - ▶ 3 Part-time Support Staff
 - ▶ 3 Contract Technical Support Services
 - ▶ 15+ Consultants
- ▶ Annual Revenue Combined
 - ▶ < > \$1 million USD
- ▶ Service Areas
 - ▶ Greater Baltimore/Washington, DC
 - ▶ Virginia, Maryland, West Virginia, Washington, DC

Client Mix

- ▶ **1. For Profit: 55%**
 - ▶ Technology
 - ▶ Services
 - ▶ Other
- ▶ **2. Not for Profit: 30%**
 - ▶ Association
 - ▶ Member Organizations
- ▶ **3. Health Care: 15%**

Mid Atlantic Market Summary

- ▶ **Overall**
 - ▶ Impacted by Federal Government Spending
 - ▶ Minimum Job Growth
 - ▶ Defense Industry in Turmoil
- ▶ **Service Offerings**
 - ▶ Combined Businesses between Both Organization is 50/50
- ▶ **Business Environment**
 - ▶ Varied by Service Offerings
- ▶ **Opportunities**
 - ▶ Recognize New Collaboration and Alliance Strategies/Opportunities