

NewPoint Group State of California Experience

California State Government Engagement History Record

Our California State Government engagement history record encompasses several hundred engagements performed over a period of more than 20 years. In the interests of brevity, we have provided on the following pages a partial listing of over 200 California State Government engagements completed by our firm during the past 10 years. We believe that our firm's engagement history record demonstrates two important characteristics of both our firm and our Sacramento office:

- ❑ Our employees have a solid understanding of the State's political, fiscal, administrative, and operating environment
- ❑ We provide quality service to our clients. If this was not the case, we would not have repeat business from many State clients, nor would our reputation allow us to perform work for new State clients on a regular basis.

We are especially proud of our business history with the State of California and will work hard to bring to you the same high standards that we have always applied.

**NewPoint Group State of California Engagement Experience
(November 1995 through April 2008)**

Client and Engagement Summary

Aging, California Department of

1. Long-Term Care Innovation Grant Program Evaluation

Audits, Bureau of State (California State Auditor)

2. Prison Industry Authority Performance Audit
3. Interim Statewide Automated Welfare System (ISAWS) Review
4. Office of Emergency Services Insurance Claims Processing Review
5. California State Lottery Information Technology Management Review
6. Statewide Automated Child Support System (SACSS) Management Review
7. Accounting and Tracking Software Selection

Boating and Waterways, California Department of

8. Vessel Registration Feasibility Assessment
9. Business Process and Technology Assessment
10. Licensing and Enforcement System Development
11. Law Enforcement Financial Aid Allocation Methodology Development
12. California Boating Safety Database Analysis and Report Development
13. Grants and Loans Automated System Development
14. Performance Measures Development and Implementation
15. Strategic Plan Development
16. Education Surveys and Publications Database Development
17. Federal Shore Protection Funding to California Policy Analysis
18. Vessel Hull Material Evaluation and Report Development
19. Safety Education Database Development
20. *Egeria densa* Control Program Technical Assistance
21. Law Enforcement Claim Reimbursement Forms Redesign
22. California Boating Safety Report Development (1998, 1999, 2000, 2001, 2002, 2003)
23. Boating Safety Certification and Statewide Information System Development

24. Performance Standards Development for Publicly-owned and Privately-operated Marinas
25. California Shoreline Protection Sites Database Development
26. Castaic Lake Boating Instruction and Safety Center Evaluation
27. Beach Benefit Assessment
28. Web Document Creation
29. Boat Ramp Technical Assistance
30. Project Management Assistance
31. Law Enforcement Subvention Program Modifications Development
32. Safety Education Database Training
33. Water Hyacinth Biological Assessment
34. Loan Regulations Review
35. Broker/Salesperson Internet Directory Development
36. County Subvention Program Regulations Development
37. Antioch Business Plan Development
38. Licensing and Enforcement Application Modifications Development
39. Water Hyacinth Control Program Technical Assistance
40. Site Evaluation Process for Boating Instruction and Safety Center (BISC) Program
41. Financial Aid Program Regulations Technical Assistance
42. Mandatory Education Impact on Boating Safety Evaluation
43. Recreational Motorboat Noise Levels Measurement System Development
44. Architect and Engineer Contract Regulations Development
45. *Egeria densa* Water Hyacinth Technical Assistance
46. Boating Safety and Enforcement Financial Reviews
47. Abandoned Watercraft Abatement Fund Program Regulation Development
48. Water Hyacinth and *Egeria densa* Monitoring and Reporting Assistance
49. City of Sacramento Marine Patrol Boat Audit
50. Small Craft Harbor Regulations Development

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| <ul style="list-style-type: none"> 51. Environmental Consulting Services 52. Boating Safety Education Legislation Development 53. Non-Motorized Boating in California Analysis 54. Marina Berth Waiting List Practices and Procedures Analysis 55. Water Hyacinth Control Program Environmental Consulting Services 56. <i>Egeria densa</i> Control Program Technical Assistance <p>Child Support Services, California Department of</p> <ul style="list-style-type: none"> 57. Regional Child Support Agency Project Assistance <p>Conservation, California Department of</p> <ul style="list-style-type: none"> 58. Work Plan Development (WA#1 – Task 6) 59. Final Blueprint Report and Executive Summary (WA#6) 60. Minimum Recycle Content Analysis (Subcontract to Dr. Risbud) 61. Glass Cullet Use to Manufacture New Glass Containers and Fiberglass Analysis 62. Beverage Container and Litter Reduction Act (BCRLRA) Operations Evaluation 63. Quality Glass Incentive Payment Program Evaluation 64. Cost Survey Model Modification 65. New Container Technical Assistance 66. Plastics White Paper Development 67. Paper Reduction Program Development 68. Processing Fee Cost Survey of 2002 Costs 69. Division of Recycling Paper Efficiency Analysis 70. Beverage Container and Litter Reduction Act (BCRLRA) - Commingled Mixed Resin Technical Services 71. Market Development and Expansion Grant Program Assistance (WA#2) 72. Guaranteed Loan Program Assistance 73. Grant Management System Development and Operation 74. Market Analysis 75. Statistical Sampling Assistance 76. Beverage Container Recycling Market Development & Expansion Proposals Expert Reviews | <ul style="list-style-type: none"> 77. Processing Fee Cost Survey of 2004 Costs 78. 2005 Processing Fee Cost Survey Random Sample Selection 79. Most Accurate Refund Value Review 80. Grant Administrative Procedures Manual Development 81. Market Research Branch Systems Consolidation 82. Market Research Branch Programs and Processes Documentation 83. Market Research Branch Programs and Processes Documentation – Continued 84. Alternatives for AB 2020 Review 85. 2006/07 Grant Proposals Expert Reviews 86. PET and HDPE Plastic Beverage Containers Market Analysis 87. Market Research Program/Process Documentation 88. Market Analysis for All Beverage Container Material Types – WA #4 89. Processing Fee and Handling Fee Cost Surveys of 2006 Costs 90. Expert Reviews for 2007 Beverage Container Recycling Market Development and Expansion Grant Proposals 91. Facilitation and Expert Reviews for the PET Bottle-to-Bottle Grant Proposal Workshops (Work Auth. #6) <p>Consumer Affairs, California Department of</p> <ul style="list-style-type: none"> 92. Financial Strength Analysis, Bureau of Automotive Repair 93. Contractors State License Board's Reengineered Complaint Handling Process Evaluation 94. Dental Board Enforcement Monitor 95. Licensing Program Business Process and Staffing Analysis 96. Bureau of Private Postsecondary and Vocational Education (BPPVE) Operations Monitor <p>Controller's Office, California State</p> <ul style="list-style-type: none"> 97. Automated TER Requirements Analysis 98. Property Tax Postponement System Replacement BPR and FSR |
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Corrections, California Department of	118. Technology and Resources Branch Assessment
99. Financial Advisor Privatization Analysis Opinion Review	General Services, California Department of
100. Detention Center Evaluation	119. California Acquisition Reform Act (AB 3307) Enactment Assistance
101. Resource Baseline Analysis Study	120. Information Technology Acquisition Process Reengineering
Criminal Justice Planning, Office of	121. Telecommunications Assistance (P.O. # 1, 2, 3, 4)
102. Criminal Justice Specialist I (CJSI) Staffing Study	122. California Public Safety Radio Strategic Planning
103. Program Support Workload Standards Development	123. Office of Machine Repair Services Reengineering Assessment
Earthquake Authority, California	124. Statewide Information Technology Education Program Assessment
104. Catastrophic Event Insurance Claim Demand Surge Evaluation	125. Strategic Planning
Education, California Department of	126. Public School Construction Feasibility Study Report Development
105. California Longitudinal Pupil Achievement Data System Feasibility Study Report	127. Small Business Participation Program Evaluation
106. Child Development Management Information System Business Needs Assessment	128. Small Business Certification Program Evaluation
107. Special Education Strategic Plan Implementation FSR Development	129. Capitol Area Development Authority (CADA) Role Assessment
108. Teacher Data System Feasibility Study Report and Information Technology Procurement Plan Development	130. Small Business Participation Reporting Evaluation
Energy Commission, California	131. Small Business Outreach Evaluation
109. Energy Technology Advancement Program Performance Improvement Evaluation	132. TSD Office Consolidation Assessment
Equalization, Board of	133. DGSNET Baseline and Feasibility Study Report Development (sub to PSC, Inc.)
110. Registration Process Assessment and Reengineering	134. Reciprocity Assessment
111. Sales Tax Return Process Reengineering	135. Case Management Feasibility Study Report Development (sub to Eskel Porter)
First Five California	136. Excellence in Public Buildings Initiative Project Management (sub to The Results Group)
112. Annual Report Development	137. Small Business Regulations Review
Fish and Game, California Department of	138. ERP eProcurement System Requirements Validation and Feasibility Study Development
113. Infrastructure and Office Automation Feasibility Study Report Development	Technology Services, California Department of (formerly California Health & Human Services Agency Data Center)
114. Wildlife and Habitat Info System Feasibility Study Report Development (Sub to PSC)	139. Data Center Performance Review
Franchise Tax Board, California	140. Rate Setting Review (sub to MGT of America)
115. Technology Services Section Assessment	141. Proposed New Customer Billing Rates Review
116. Administrative Services Section Assessment	142. Business Process Modeling (sub to MGT of America)
117. General Services Bureau Assessment	143. Team Building

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Health Services, California Department of	168. Federal Medicaid Freedom of Choice Waiver Evaluation
144. Breast and Cervical Cancer Control Program (BCCCP) Assistance	169. Medi-Cal Mental Health Risk-Based Rate Methodologies Development and Implementation
145. Breast and Cervical Cancer Control Program (BCCCP) Business Process Evaluation and Technology Improvements Development	170. Federal Research and Development Project Waiver Development
146. Adolescent Family Life Program Providers Rate Study	171. Fee-for-Service/Medi-Cal (FFS/MC) Psychiatric Inpatient Data Analysis
147. Partnership for Long Term Care Evaluation	172. San Mateo Waiver Calculations (WA #2)
148. Accounting System Requirements Development for NCPP	173. Mental Health Realignment Analysis WA #3
149. Accounting System Implementation for California Statewide Procurement Network (CSPN)	174. Waiver Cost-Effectiveness Calculations (WA#4)
150. Medi-Cal Managed Care Division Organization Assessment	175. San Mateo Waiver Pharmacy and Lab Cost Review
Highway Patrol, California	176. Therapeutic Behavioral Services Rate Study
151. State Compensation Insurance Fund (SCIF) Invoices Audit	177. Negotiated Rates Impact Analysis on Early and Periodic Screening, Diagnosis, and Treatment
Integrated Waste Management Board, California	178. Fee-for-Service/Medi-Cal (FFS/MC) Psychiatric Hospital Rate Setting Analysis
152. Plastics White Paper Development	179. San Mateo Field Test Waiver Case Rate Analysis
Judicial Council of California	180. Statewide Maximum Allowance Rebase
153. Court Profiles Assessment	181. Medi-Cal Mental Health Equity Analysis
154. Assembly Bill 233 Revenue Assessment	182. Implementation Assistance
155. County Cost Assessment	183. Mental Health Services Expansion (Prop 63) Implementation Assistance
156. Procurement Guidelines Development	Motor Vehicles, California Department of
157. Orange County Cost Assessment	184. Driver Safety Program Assessment
158. CRC 810 Issues Evaluation	185. Materials Management Business Process Re-engineering
159. Judgeship Needs Assessment	Parks, California State
160. Security Service Assessment	186. Visitor Satisfaction Survey Database Development
161. Budget Development and Allocation Assessment	187. Museum Collections Facility Index Database Development
162. Monthly Expenditure Report Development	188. Facilities Maintenance Management System Evaluation
163. Financial Policies and Procedures Development	Personnel Administration, California Department of
164. Service Assessment	189. 21st Century Project Data Requirements Development
165. Technical Assistance	Pesticide Regulation, California Department of
Justice, Office of Attorney General, California Department of	190. Virtual Service Delivery Environment Process Reengineering and Technology Planning
166. Sunrise Energy Matter Litigation Support	191. Agency Information Management Strategy Development
Mental Health, California Department of	
167. Managed Care Medi-Cal Financial Analysis	

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192. Operations Efficiency and Funding Evaluation (AB 780)	San Diego, University of (CPIL) 211. Medical Board Enforcement Monitor
193. Statewide Permitting and Use System Preliminary Feasibility Study Report Development	State University, California (Sacramento), Foundation 212. Boating Needs Assessment – Phase I
194. Statewide Pesticide Use Reporting Feasibility Study Report Development	Student Aid Commission, California (EdFund) 213. Post-Implementation Evaluation Report (PIER) for Technology Project
195. iLicense Migration Project Feasibility Study Report Development	214. Organizational Analysis
196. Licensing Business Process Review	215. Strategic Plan and Staffing Analysis
197. Organization Restructuring	216. Bill-Back System Development
198. Information Technology Strategic Plan and Operational Recovery Development	217. Strategic Planning – Phase I
Public Employees' Retirement System (PERS), California	218. Warehouse and Distribution Services Cost/Benefit Analysis
199. Health Benefit Services Branch Organization Assessment	Toxic Substances Control, California Department of 219. Regulatory Changes Economic Analysis (five separate projects)
200. Member and Benefit Services Branch Organization Assessment	Transportation, California Department of 220. Information Services and Systems Center (ISSC) Resource Management Review
201. Operations Support Services Division Reengineering Assessment	221. Budget Office Reengineering Assessment
202. CalPERS Human Resources Project Assistance	222. Intelligent Transportation Systems (ITS) Cost of Ownership Evaluation
203. Actuarial Services Improvement Project Assistance	223. California Transportation Plan Publication
204. Human Resources Division Technical Assistance	224. Feasibility Study Development for a Universal Transportation Project Identifier (UTPI)
205. Office of Public Affairs Organizational Development	225. Feasibility Study Development for the District 8 Transportation Management Center Relocation
206. Human Resources Division Succession Planning	Veterans Affairs, California Department of 226. Systems Analysis Support
207. Human Resources Division Assistance	
Public Utilities Commission, California	
208. Performance Incentive Plan Development	
209. Performance Measurement and Incentive Plan Development - Phase II	
210. CARE Financial Audit	