

BATTLEPOINT

SOLUTIONS

Project Management | Strategic Advisory | Program Consulting

★ SERVICE-DISABLED VETERAN-OWNED SMALL BUSINESS ★

CAPABILITY STATEMENT

Josh Brashear

Sales & Business Development

765-617-6170

Michael Pelsor

Operations

765-617-4299

Joseph Salway

Contracting & Logistics

765-425-1214

Midwest Region: IN | OH | MI | KY | IL

OUR MISSION

We **battle** for schools, counties, and local public entities, going toe-to-toe with contractors and advisory firms that prioritize profits over people. We stay **pointed** on what matters most: protecting public resources, ensuring full accountability, and relentlessly pursuing the outcomes your community deserves. At the end of every engagement, there is only one acceptable result, the best **solutions** possible. Your success is the only success we measure.

CORE COMPETENCIES & CLIENTS SERVED

CORE COMPETENCIES

- ▶ Project Management & Oversight
- ▶ Program Advisory & Consulting
- ▶ Strategic Planning & Execution
- ▶ Contractor Vetting & Accountability
- ▶ Budget Analysis & Cost Transparency
- ▶ Scope of Work Development
- ▶ Stakeholder Communication & Reporting
- ▶ Risk Identification & Mitigation

WHO WE SERVE

- ▶ K-12 Public School Districts
- ▶ Charter & Private Schools
- ▶ County & Township Governments
- ▶ Municipal & City Governments
- ▶ Public Works Departments
- ▶ State & Regional Agencies
- ▶ Community Development Organizations
- ▶ Higher Education Institutions

WHY BATTLEPOINT SOLUTIONS — OUR LEADERSHIP TEAM

Sales & Business Development

Client Engagement | Market Strategy | Education Sector

- ▶ Seasoned entrepreneurs with multi-sector business ownership
- ▶ Proven sales leadership & commercial asset management
- ▶ Real estate acquisition, investment & portfolio development
- ▶ Deep institutional knowledge of K-12 budget structures, procurement cycles & board-level decision-making
- ▶ Trusted advisor within the education sectors with direct experience navigating district operations

Operations & Public Infrastructure

Enterprise Management | Emergency Services | Municipal Governance

- ▶ Principal ownership across telecommunications, mechanical systems, site development & commercial construction enterprises
- ▶ Executive-level experience in emergency operations, public safety infrastructure & crisis resource management
- ▶ In-depth working knowledge of municipal planning, zoning processes & local government operations
- ▶ Proven ability to navigate public permitting, infrastructure oversight & interagency coordination from the inside out

Contracting & Logistics

Federal Contracting | Military Service | Supply Chain

- ▶ Department of Defense trained in high-stakes leadership & mission-critical execution
- ▶ Extensive federal & government contracting compliance experience
- ▶ Supply chain management, logistics coordination & project delivery
- ▶ Structural contracts that protect the client's interests, not the contractor's margin

DESIGNATIONS & INDIVIDUAL EXPERTISE

DESIGNATIONS

- ✓ Veteran-Owned (VOSB)
- ✓ SDVOSB Certified
- ✓ EIN Registered
- ✓ Midwest-Based

SALES & BD

- ✓ K-12 Institutional Knowledge
- ✓ Multi-Sector Business Owner
- ✓ Commercial Asset Management
- ✓ Real Estate Development

OPERATIONS

- ✓ Emergency & Public Safety Ops
- ✓ Municipal Planning & Zoning
- ✓ Telecom, Mechanical & Construction
- ✓ Site & Infrastructure Dev.

CONTRACTING

- ✓ Federal & U.S. Military Cert.
- ✓ State Contract Compliance
- ✓ Logistics & Supply Chain
- ✓ Contract Risk Management

"We go to battle, so you receive the best solutions possible."