



**Braintree**<sup>TM</sup>  
*Solution Consulting*

SMART  EFFECTIVE  EMPOWERING

# About Us

**B**raintree Solution Consulting, Inc. offers its clients leading edge management practices together with a profound expertise in socioeconomic development, organization and project management, policy research, and meeting facilitation. We base our work on a powerful analytical tradecraft which we use to harness and apply the power of knowledge and information, secure and optimize resources for our clients and partners, and affect the positive transformation of individuals, organizations and communities.

We believe the success of our clients defines our own – and we understand the challenges that confront them. Their time is short. Their systems are complex. Their objectives may be ambitious but their resources are finite. We work with them to make sense of it all, providing the right information in the right way and in the right amount.

practice among consultants: strategic planning, program development, meeting facilitation, feasibility assessments, information systems, policy research, grantwriting and fundraising, and even resource mapping. At Braintree, however, we provide these services in highly distinctive ways, offering a fresh perspective that often leads to remarkable insights regarding funding sources, programmatic partners, methods of service delivery, evaluation data, the constituencies served, and other variables essential to achieving a firm understanding of the client's enterprise and industry. Our most innovative products and services, such as System Mapping, Functional Budgets, Solution Aggregation, and Knowledge Management Systems, were born of our core analytical tradecraft and the experience of working with our clients and partners to address complex issues. Applied simultaneously, our signature products and services act in concert with one another,

Applied simultaneously, our signature products and services act in concert with one another, providing powerful combinations of both familiar and novel ways to accomplish goals.

Since our founding in 1998 we have empowered our clients and partners to manage economic sectors and institutional budgets that reach into the billions of dollars while also helping them win over \$300 million in competitively awarded funding. Like a road map, our products and services help guide organizations to succeed in challenging and ever-changing environments.

At first glance, several of our products and services might appear to be standard

providing powerful combinations of both familiar and novel ways to accomplish goals.

Braintree's clients and partners include governor's and mayor's offices, international organizations, nonprofit organizations, foundations, businesses, and federal, state, county and city agencies.

Our work is founded upon an analytical tradecraft that guides everything we do. Our effectiveness, dedication and integrity are the cornerstones defining everything we are.

## Project, Program & Institutional Management

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- Organizational and partnership management
- Governance strategies and structures
- Program development and coordination
- Functional budgets
- Supply chain management
- Audit mapping
- Enterprise and business-unit management
- Business process engineering
- Contracts and grants management
- Grant writing and grant-making
- Corporate/organizational reform, restructuring and mergers

## Strategic and Consultative Planning

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- Strategic planning
- Needs analyses and assessments
- Strategy mapping
- Decision-making supports
- Creative strategy development
- Feasibility assessments
- Quality assurance
- Process mapping
- Evaluation design and contracting

## Collaboration & Community-Building Tools

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- Communication and collaborative processes mapping
- Building partnerships/collaboration
- Capacity-building
- Financial mapping
- Community assessments
- Building and sustaining communities of practice

## System and Industry Wide Strategies

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- System mapping
- Resource mapping
- Promising and “best” practices research
- Solution aggregation
- Population/constituency-based mapping

## Meetings, Conferences & Special Events

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- Conference facilitation and publications
- Focus groups, planning retreats, seminars
- Concept and theme development
- Logistics planning
- Facilitated networking

## Communications & Content

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- Information management
- Content development, management and presentation
- Knowledge management systems
- Publications development
- Communication networks development and mapping

# Project Examples

## Early Childhood Systems Planning

**Client:** Governor's Office

**Project Rationale:** Over several years and gubernatorial administrations, many administrative and programmatic layers had been created across the state but few were consolidated or phased out, causing unnecessary administrative burdens and programmatic coordination challenges.

**Braintree Services:** We conducted a System Mapping and strategic planning effort that brought together stakeholders from across the state and defined the roles, responsibilities and resources of all major partners and system contributors – and framed the issues by defining the populations of children and families served.

**Results:** The state and its public and private stakeholders are redesigning the system, empowered with a clearer understanding of the populations they work with, the associated eligibility considerations, the types of service providers, the means of service delivery, and the outcomes for children and families that are now aligned with the resources and funding streams at the federal, state and local level.

**Client Comment:** “Wow. This (the Braintree System Map) is great. It really brings everything together so we can see how the system really works.”

## Grant Writing and Program Development

**Clients:** Mayor's office, a local nonprofit organization, and a city agency

**Project Rationale:** The city was faced with daunting challenges confronting the youth of the city but had to contend with serious financial constraints within the city's budget. They decided to apply for a major grant from the U.S. Department of Labor (DOL) to fund a youth development initiative (DOL's highly competitive Youth Opportunity Grant).

**Braintree Services:** We convened a planning process that brought over 35 organizations and agencies together, developed the programmatic

plans and strategies, conducted a Resource Mapping effort to guide decision-making on contracts and partner services, produced a programmatic map that summarized all components of the project, and, with the clients, authored and assembled the grant application.

**Results:** The city won \$40 million for a five-year grant and has since become a model program and learning “institute” for the other DOL grantees.

**Client Comment:** “This simply wouldn't have happened without Braintree.”

## Institutional Restructuring and Reform

**Clients:** Governor's office, a large state agency and a county-based coalition of service providers

**Project Rationale:** Under a new governor, the state was experiencing restructuring efforts and financial pressures from the legislature that threatened funding for programs. They needed a means to understand the complex funding streams; the federal, state and locally-sponsored programs; and the governance structures that were in place to manage them.

**Braintree Services:** Using a Braintree System Map, we conducted a thorough mapping of the financial and programmatic resources across the state and within one “pilot” county that provided information on the economic impact of various funding sources and commercial revenues and documented the governance and planning structures that were monitoring, managing and steering them.

**Results:** We arrived at real dollar estimates, a Functional Budget for all service sectors, and programmatic capacity assessments that crossed public and private organizational lines. The clients are using our work to help restructure the state's largest agency and also to create a new public-private organization empowered to consolidate programs, provide grants to service providers, raise funds from public and private sources, and act as a single point of coordination for all planning in the state.

**Client Comments:** “This has been a great help. I think we're going to be able to make some very well-informed decisions moving forward. People are ready to rally around this.”

**Braintree Solution Consulting, Inc.**

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