



SMALL TX FIRM WINS MAJOR CA CONTRACT

HOUSTON, Texas – 1/30/18 – The Leeward Team, a five-person Organizational Change Management (OCM) group from Houston, was recently awarded a major California-based OCM contract, estimated to be worth 3 years and \$10 million in revenue. Using BenchWatch, a cloud-based software platform serving vertically-specialized firms, The Leeward Team stood out relative to the competition and is already utilizing their growing bench of 230 OCM consultants (1099s) to fill seven opportunities, six from their new California client.

Leeward engaged BenchWatch in late-September focused on building their team, sans significant overhead costs and the pains associated with finding the right talent for opportunities. Fast forward to the end of November, when oral presentations were made to answer the California RFP and the contract awarded to The Leeward Team. Founder Julyan Lee shared his and his new client's sentiments, "BenchWatch was cited by this new California OCM client as a determining factor in my smaller firm winning their contract. I'm totally dependent on BenchWatch to help me scale and fulfill their staffing requirements."

"We are thrilled for The Leeward Team," remarked BenchWatch CTO Randy Ramirez, "and look forward to future (RFP) wins with them and other management consulting firms primed to deliver a more agile workforce to companies and corporations."

About The Leeward Team:

Founded in 2010 by Julyan Lee, a Certified Prosci Change Management Practitioner with over 20 years of Organizational Change Management experience, The Leeward Team is focused on aligning corporate culture, structure, and talent with strategic shifts such as new products, services, market expansion, evolving growth strategies, new corporate initiatives, technology, new leadership, or mergers and acquisitions. Learn more at www.leewardteam.com. Strong Organizational Change Management consultants interested in upcoming 1099 opportunities may join our BenchWatch bench @ www.benchwatch.com/leeward

About BenchWatch:

BenchWatch is a cloud-based, managed software-as-a-solution (SaaS) company, serving the management consulting industry. The BenchWatch platform grows, leverages and sells a firm's "bench" of vertically-specialized 1099 consultants, matching specific client opportunities based on experience, availability, location needs, and rates...connecting the right people, at the right time, with the right information. It's the secret weapon for the modern-day consulting firm. To request an online demo, visit: www.benchwatch.com or contact Richard Sylvester - 512.804.9835 – Richard.sylvester@benchwatch.com

BenchWatch was co-founded by Jonathan Dison and Randy Ramirez. Dison is a former Arthur Andersen consultant, author of *The Consulting Economy* and owner of Lightrock Consulting and Consulting University. Ramirez is an IT consultant and lead web developer.

Connect with Mr. Dison at: <https://www.linkedin.com/in/jonathandison/>

Connect with Mr. Ramirez at: <https://www.linkedin.com/in/randyramirezatz/>

Click on the link below to get your copy of *The Consulting Economy*:

<https://www.amazon.com/Consulting-Economy-Manage-Workforce-Revolution-ebook/dp/B06XCPCGG4>

