

HP  
POINT  
ARVEY

ASSOCIATE MEMBERSHIP PACKAGE

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HARVEY POINT

Associate Membership Package



# HOW HARVEY ELEVATES STRATEGIES FROM MBB WITH BIG 4 EXPERTISE

*“Applying Tactics, Methods,  
Principles, & Concepts from  
McKinsey, Bain, BCG, EY,  
Deloitte, KPMG, & PwC”*

## ABOUT THE OPPORTUNITY

HP is a B-Corporation platform designed to connect highly skilled freelance management consultants, advisors, sponsors, and financial professionals with a global market.

Our unique value proposition lies in its exclusive recruitment from top-tier consulting and accounting firms and its comprehensive support for members, providing valuable resources and performance-based earnings.

At HP, we understand that top professionals like you value autonomy and flexibility. As a member, you'll have the freedom to choose projects that align with your expertise and interests. You set your own schedule, manage your workload, and determine your career trajectory—all while backed by the robust support of Harvey's team.



**Work Independently, Supported by the Best**



**Exclusive Access to Premier Clients & Proprietary Deal Flow**



**Performance-Based Earnings and Equity Opportunities**

# SCREENING PROCESS

Our four-stage approach

**This comprehensive vetting process ensures that only highly skilled and experienced professionals become associate members of Harvey, maintaining the platform's reputation for excellence and quality of work.**

## INITIAL SCREENING

# 1

- Candidates submit required documents: resume, cover letter, and letter of recommendation.
- Preliminary review of resume for relevant technical skills and experience.

## TECHNICAL EVALUATION

# 2

- Technical Skills Test in proficiency in PowerPoint and Excel.
- Conduct a virtual interview focusing on the candidate's technical expertise.
- Candidates walk through past projects, highlighting their use of technical skills.

## PROFESSIONAL EVALUATION

# 3

- Our team evaluates the candidate's professional experience, soft skills, and cultural fit.
- Assessment of industry-specific knowledge and expertise.

## FINAL ASSESSMENT & ONBOARDING

# 4

- Extend a membership offer to successful candidates.
- Provide onboarding materials, including guides, access to Office 365 suite, and company email setup.
- Introduce new members to the Harvey platform, resources, and community.

# Membership Model

## *Exclusive Deal Flow & Client Access*

### **Premium Leads**

- Gain access to off-market seller leads and high-value projects not available to the public, ensuring you work on the most lucrative and interesting opportunities.

### **Client Matching**

- Our advanced analytics and extensive network connect you with clients that best fit your skills and expertise, optimizing your chances for success.

### **Professional Development & Networking**

- Stay ahead of industry trends with access to ongoing professional development and training opportunities

### **Maximize Your Earnings**

- Harvey offers a transparent and rewarding revenue share structure designed to maximize your earnings as a consulting associate. For the first \$100,000 in consulting retainers and fees earned jointly by you and the firm, you receive 30% while the firm retains 70%.
- Once you exceed this threshold, your share increases significantly, with 90% of earnings going directly to you and 10% to the firm. This progressive model ensures that as you grow your consulting practice within our platform, you are generously compensated for your efforts and achievements.

## Membership Price

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**\$259/month**

## Revenue Share Agreement

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**30% Associate | 70% Firm**

**on first \$100k, 90% towards Associate afterwards**



# Member Benefits

## Unlock Your Potential

Are you an experienced consultant or financial professional from a top-tier consulting or accounting firm looking to take control of your career? Harvey offers a unique opportunity to work on your own terms while accessing a steady stream of high-quality projects and comprehensive support.

## Exclusive Access to Premier Clients

One of the key benefits of joining Harvey is our exclusive deal flow. Our platform provides access to off-market seller leads and high-value projects that are not available to the public. You'll have the opportunity to work with a diverse range of clients across various industries, expanding your professional network and portfolio.

## Performance-Based Earnings and Equity Opportunities

Harvey offers competitive compensation tied directly to your success and the success of your projects. Additionally, you have the chance to earn equity and participate in taking companies public, allowing you to share in the growth and prosperity of your clients.

## Client Acquisition

We handle the marketing and client sourcing, connecting you with exciting and lucrative opportunities.

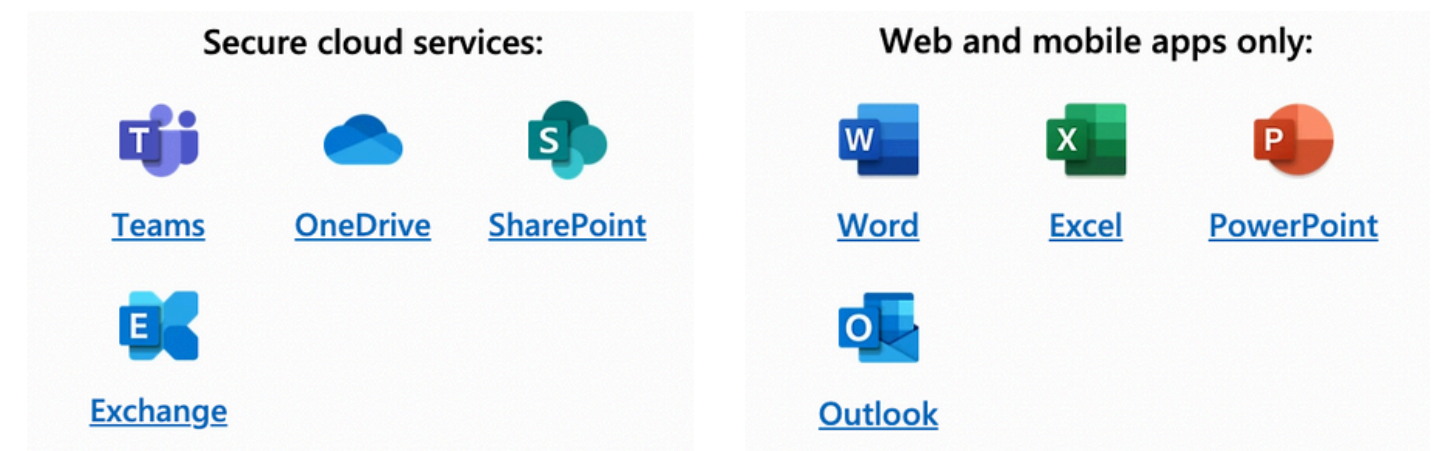
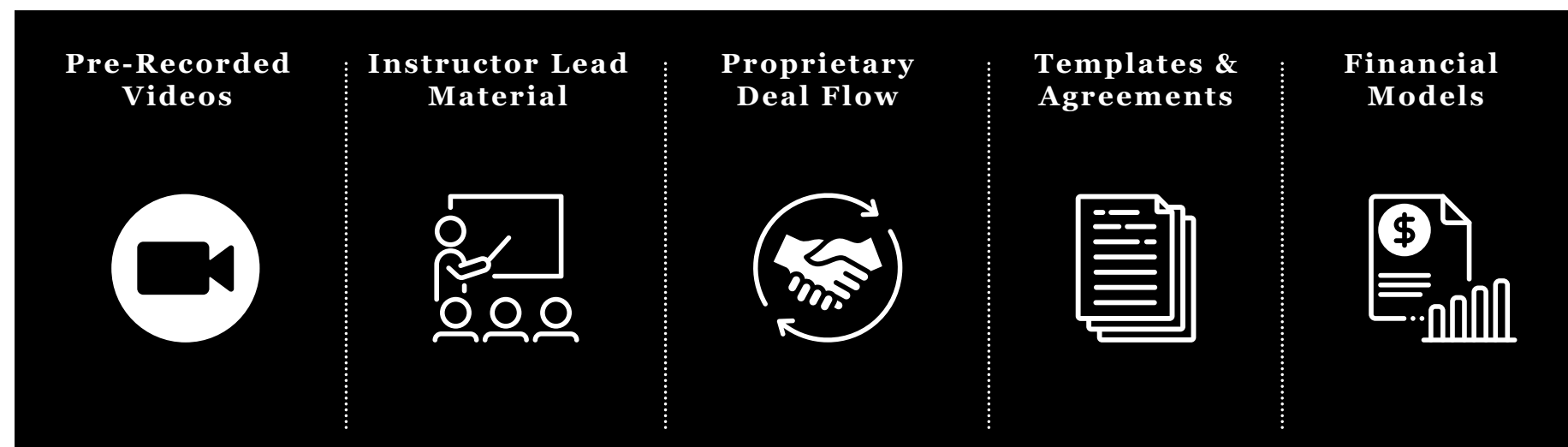
## Administrative Assistance

From setting up your company email to managing invoicing and payments, our team ensures your operations run smoothly.

## Professional Resources

Gain access to the Office 365 suite, detailed guides, and a database of over 4500 investors and lenders to enhance your consulting services.

- Custom business email (you@HarveyPoint.com)
- Web and mobile versions of Word, Excel, PowerPoint, and Outlook
- Chat, call, and video conference with Microsoft Teams
- 1 TB of cloud storage per employee
- 10+ additional apps for your business needs (Microsoft Bookings, Planner, Forms, and others)





# DEAL DESK

Back Office Support

HARVEY POINT CAPITAL

HARVEY POINT & ASSOCIATES

## Community & Culture

When you become a member of Harvey you join a community of top-tier consultants & financial professionals that collaborate, share insights, and close deals alongside the best.

# Who We Work With

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BAIRD CAPITAL

BARCLAYS INVESTMENT BANK

BLACKSTONE

BMO CAPITAL MARKETS

BNY FINANCIAL SERVICES

CENTERVIEW PARTNERS

CREDIT SUISSE

DEUTSCHE BANK

EVERCORE

GOLDMAN SACHS

GUGGENHEIM SECURITIES

HARRIS WILLIAMS

HOULIHAN LOKEY

JEFFERIES

LAZARD

MIZUHO

MOELIS & COMPANY

MORGAN STANLEY

PIPER SANDLER

RBC CAPITAL MARKETS

ROTHSCHILD & CO

UBS



# Managing Director



**Jesse Mauck**

*Maritime Defense Contractor*

## Past Performance

His current company has \$100m+ in past performance with Training Services, Engineering and Technical Services, Integrated Logistics Support (ILS), Inventory Management and FMS working with the Navy, USCG, Army, FEMA, Department of State, and Law Enforcement Agencies such as the ATF, FBI, and Local Police Departments.

## Key Takeaways

- Exp. with Ship Maintenance & Availabilities
- Won New Fleet Construction Contract
- Sole Source GSA Contracting Vehicle
- Familiar with OTAs & Traditional RFPs
- Can bid & win International Ship Repair work

Jesse Mauck serves as the Minority Owner and Chief Revenue Officer (CRO) of Phoenix Group of Virginia Inc., a prime defense contractor acquired in July 2023. Strategically, Phoenix Group owns, operates, and maintains the Waterfront Engineering Services (WES) Desk in Newport News, VA. Over time, the company has built a strong relationship with PEO carriers, contributing significantly to the \$5Bn+ RCOH government-sponsored work per overhaul, with their custom portal and data repository representing 26 million man-hours of maintenance and modernization efforts.

Phoenix Group assists and coordinates HM&E work, along with providing continuous process improvement, program/project management, integrated logistics support, maintenance forecasting, and engineering support services. As an innovative company, Phoenix Group designs, develops, prototypes, tests, and commercializes innovative solutions for DoD customers, focusing primarily on maritime readiness and availability. The company offers solutions to the warfighter, including selling damage control products, protective gear, training, and sales through Foreign Military Sales (FMS). Phoenix has a NAVSEA approved Quality Management System which qualifies as ISO 9001 standards and the company is an approved Alternation Installation Team (AIT) .

## Company Role & Current Responsibilities

In his role as the CRO, Jesse Mauck is responsible for driving revenue growth and overall business performance. He directly manages and oversees government contract activities within the company, particularly in the areas of business intelligence gathering, revenue operations, business development, strategic planning, sales strategy, teaming relationship management, and contract capture. As the CRO, Jesse works closely with various stakeholders, including government agencies, to secure contracts and deliver key projects. This position reflects his extensive experience and expertise in the government contracting space, specifically within the defense sector, to support the warfighter and national security interests.

## Facilities

- **Headquarters:** Located in Chesapeake, Virginia, features both office and a 34,000 Sq. ft. Warehouse.
- **Second Location:** Office space with Top Secret Facility Clearance (FCL) near Newport News Shipyard (NNSY).

## Employees Count

- **At time of Acquisition:** 45 FTEs
- **Currently:** 60 FTEs

## Financial Performance

**2023 Gross Revenue: \$9.8m**  
**2023 EBITDA: \$1.4m**

### Projections\*

**2024 Gross Revenue: \$12m**    **2025 Gross Revenue: \$16m**  
**2024 EBITDA: \$2.3m**        **2025 EBITDA: \$3m**

*\*Based on Contracts Backlog, not pipeline.*