

Zocchi America is a management consulting firm providing business services for reputable clients in the federal government sector and commercial industries. We apply practical and effective business consulting solutions to complex organizational challenges. Our approach with every client engagement is to successfully build trust by delivering the results our clients deserve.

## Zocchi America Services

### Project Management

- Program Management
- Workforce Management
- IT Systems Implementations
- Resource Planning
- Dashboard Development

### Leadership Development

- Resilient Leadership & Workforce
- Team Building & Staff Motivation
- Employee Morale & Issue Resolution
- Crucial & Difficult Conversations
- Coaching, Training, & Facilitation

### Process Improvement

- Business Process Management (BPM)
- Business Process Reengineering (BPR)
- Standard Operating Procedures (SOPs)
- Policy Development & Governance
- ROI & Cost Benefit Analysis

### Procurement & Acquisitions

- Contract Management
- Vendor Negotiations
- Strategic Sourcing Management
- Budget Management
- Opportunity Analysis

### Change Management

- Human Capital Management
- Stakeholder Engagement
- Organizational Restructuring
- Strategic Communications
- Strategic Planning

### Healthcare Management

- Medical Staffing
- Medical Billing (AP/AR)
- Patient Care Systems
- Staff Augmentation
- Travel Nurses

## Quick Facts

- 25+ years of experience working with government and commercial clients
- Save organizations millions of dollars in operating costs
- Subject matter expertise in multiple business functions, providing consulting solutions to complex technical and organizational challenges
- Proud supporter of several community programs and charities
- 8(a) SDB Certification, Minority Business Enterprise (MBE)

## Client Experience

### Government

- Food & Drug Admin. (FDA)
- U.S. Army
- U.S. Navy
- U.S. Air Force
- U.S. Dept. of Agriculture (USDA)
- JIEDDO

### Commercial

- Merck, Johnson & Johnson
- Maxim Healthcare Services
- Citrix, Verizon
- Deloitte, Booz Allen
- DuPont, Acosta, & Caterpillar
- InterContinental Hotels Group

## Leadership



**Christof  
Lindenmayer-Zocchi**  
CEO



**Frank  
Valdez**  
Managing Director



**David  
Hockenbury**  
Operations Mgr.

## NAICS Codes (Additional NAICS Codes Also Supported)

- 541519 – Other Computer Related Services
- 541611 – Administrative Management & General Consulting Services
- 541614 – Process, Distribution & Logistics Consulting Services
- 541618 – Other Management Consulting Services
- 611430 – Professional & Management Development Training

