

## **NewPoint Group State of California Experience (Pre-1995)**

### **California State Government Engagement History Record**

Prior to founding NewPoint Group in 1995, the firm's founding Directors performed many California State Government engagements over a period of more than 15 years while working at Ernst & Young and its predecessor firm, Arthur Young. We have provided on the following pages a partial listing of 125 California State Government engagements completed by our current Directors during this period.

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## Client and Engagement Summary

### Audits, Bureau of State (California State Auditor)

1. Assess the Feasibility of Consolidating Cashiering to EDD, BOE, and FTB
2. Audit Performance of the Statewide Automated Welfare System (SAWS)
3. Audit Performance of the Statewide Automated Child Support System (SACSS)
4. Audit Performance of the California State Lottery's Information Management and Services Division
5. Audit Performance of the Governor's Office of Emergency Services
6. Audit Performance of the Prison Industry Authority (PIA)
7. Evaluate Warehousing and Inventory Systems at California State Prisons
8. Conduct a Financial and Performance Audit of the Department of Corrections' Capital Expenditures Program Manager
9. Evaluate the Department of Insurance's Residential Earthquake Recovery Program
10. Determine Cost Effectiveness of a Pilot Medi-Cal Therapeutic Drug Utilization Review Program

### Community Colleges, California

11. Develop Budgeting and Accounting System Structure

### Conservation, California Department of

12. Provide Technical Support Services From FY1986/87 Through FY1993/94
13. Evaluate the Ability of Resource Conservation Districts to Implement the Soil Conservation Plan
14. Perform a Management, Organization, and Policy Study of the Office of Land Conservation
15. Prepare a Feasibility Study Report for a Toll-Free Telephone System
16. Perform Statistical Analyses for the Legal Department

### Consumer Affairs, California Department of

17. Evaluate Methods of Reducing Dual Licensure Requirements
18. Assess the Organization, Workload, Operations, and Staffing of the Contractors State License Board's Enforcement Program

19. Assess the Organization, Workload, Operations, and Staffing of the Medical Board's Enforcement Program
20. Assess the Organization, Workload, Operations, and Staffing of the Bureau of Automotive Repair, Field Operations Division
21. Assess Board of Medical Quality Assurance (BMQA) and Allied Health Licensing Program Shared Services
22. Assess the Organization, Workload, Operations, and Staffing of the Board of Optometry
23. Assess the Organization, Workload, Operations, and Staffing of the Department's Personnel Office
24. Assess the Financial Strength of Bureau of Automotive Repair Smog Check Equipment Manufacturers

### Consumer Services Agency, State and

25. Conduct an Economic Impact Study of State Building Standards

### Corrections, California Department of

26. Assess Department-wide Personnel Office Workload, Operations, and Staffing Requirements
27. Assess Department-wide Correctional Counselor Staffing Requirements
28. Evaluate Warehousing and Inventory Operations, Procedures, and Support Systems at all California State Prisons

### Criminal Justice Planning, Office of

29. Conduct a Comprehensive Performance Evaluation of the Anti-Drug Abuse Program in California

### Education, California Department of

30. Assess the Statewide Donated Food Distribution Program
31. Determine the Fiscal Management Training Needs of California Local Education Agencies
32. Assess Department-wide Office Support Services
33. Develop a Standardized Account Code Structure and Conversion Plan

### Employment Development Department

34. Assess the Organization, Operations, and Staffing of the Office Service Group

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### Energy Commission, California

35. Provide Technical Support Services to Local Governments for the Energy Partnership Program
36. Conduct Economic Reviews of Applications for Funding for the Energy Technologies Advancement Program
37. Assess Operations and Financing of a CEC-Funded Ethanol Production Plant
38. Evaluate Financial Incentives for Biomass Energy
39. Evaluate Financial Incentives for Alcohol Fuels
40. Develop Cash Flow Models for the Energy Technologies Advancement Program
41. Evaluate Economics of a Small Modular Incinerator in Calaveras County
42. Prepare Primer on the Economics of Refuse-to-Energy in California
43. Conduct Financial Review of the Lassen Community College District Cogeneration and Training Facility
44. Compare Refuse-to-Energy Economics with Landfilling Alternatives in Yuba and Sutter County
45. Determine Economics of Curbside Recycling in the City of San Jose
46. Evaluate Feasibility of Recovery of Landfill Gas from the Geer Road Landfill, Stanislaus County, California
47. Evaluate Feasibility of Recovery of Landfill Gas From the Highway 59 Landfill, Merced County, California
48. Evaluate Feasibility of the Utilization of Digester Gas
49. Review the Power Plant Compliance Monitoring Program
50. Evaluate the Economics of the City of Commerce Waste-to-Energy Facility
51. Develop Royalty Agreements for the Energy Technologies Advancement Program
52. Develop a Comprehensive Royalty Agreement for Energy Demonstration Projects

### Energy Extension Service, California

53. Assist Small Business in California Reduce Their Costs for Energy

### General Services, California Department of

54. Analyze Co-generation Contract Principles and Cash Flow Projections
55. Develop an Energy Conservation Investment Plan for State Facilities
56. Reengineer Statewide Procurement and Contracting Processes
57. Develop Legislative Reform Initiatives for Reengineered Procurement and Contracting Processes
58. Prepare a Business Case Analysis of Information Technology Investments
59. Develop a Strategic Plan for Information Technology Investments
60. Develop a Feasibility Study Report for Infrastructure Investments
61. Assist with the Design and Implementation of the California Statewide Procurement Network (CSPN)
62. Assess the Statewide Electronic Data Processing Education Program

### Health Planning and Development, Office of Statewide

63. Determine Staffing Requirements and Evaluate Methods, Workflow, and Procedures of the Division of Facilities Development and Financing
64. Evaluate Risk Associated with Multi-Level Facilities Seeking Mortgage Loan Insurance
65. Prepare an Updated Analysis of the Workload, Staffing Standards, and Staffing Requirements of the Division of Facilities Development and Financing

### Health Services, California Department of

66. Evaluate the Medi-Cal Capitation Rate Methodology
67. Design a Records Management System and Internal Controls for the Cancer Prevention and Nutrition Section
68. Determine the Feasibility of Combining Data Collection and Invoicing Processes of the BCCCP and BCEDP Programs
69. Identify, Evaluate, and Select Fund Accounting Software for the Cancer Prevention and Nutrition Section

### Housing Finance Authority, California

70. Review the Multifamily Loan Program

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### Industrial Relations, California Department of

71. Assess the Organization, Workload Operations, and Staffing of the Division of Worker's Compensation

### Integrated Waste Management Board, California

72. Develop Conceptual Plan to Implement the Rigid Plastic Packaging Container Act
73. Perform Household Battery Waste Management Study
74. Perform Policy Analyses of the Demand for California Secondary Materials
75. Perform Market Analyses of the Demand for California Secondary Materials

### Judicial Council of California

76. Evaluate Trial Court System Costs
77. Develop Model Trial Court Acquisition Guidelines
78. Prepare Filings-Based Judicial Workload Indicators
79. Assess Judicial Council and AOC Security Services Provided by the CHP
80. Assess County Charge-Back Practices
81. Provide Financial Management Technical Assistance to the Solano County Trial Courts
82. Facilitate Budget Development and Allocation Work Group
83. Perform AOC Services Assessment

### Legislature, California (Joint Committee on Rules)

84. Evaluate the Costs and Benefits of Using Alternative Prison Facilities in California
85. Develop Independent Prisoner Population Projections

### Lottery, California State

86. Assess Executive-Level Business Information Needs
87. Evaluate Business Needs for a New General Accounting System

### Mental Health, California Department of

88. Assist with Developing Department Budget Change Proposals
89. Develop the Federal Medicaid 1115 Waiver for Institutions for Mental Diseases
90. Analyze the Cost Reporting/Data Collection System for the Short-Doyle/Medi-Cal Program

91. Determine the Feasibility of Cost Report Consolidation
92. Develop an Interim Rate Setting Methodology for the Short-Doyle/Medi-Cal Program
93. Provide Mental Health Medi-Cal Ratesetting Technical Assistance
94. Analyze Impacts of Realignment on Mental Health Funding

### Parks and Recreation, California Department of

95. Assess the Feasibility of Developing Workload Standards for the Planning, Resource Protection, and Development Divisions

### Pollution Control Financing Authority, California

96. Review Financings of Hazardous Waste and Air/Water Pollution Control Projects
97. Assist in Managing the Small Business Assistance Fund Program
98. Analyze Hazardous Waste, Resource Recovery, and Air/Water Pollution Control Projects
99. Review Economics and Finances of the North County (San Diego) Resource Recovery Associates Waste-to-Energy Project

### Public Utilities Commission, California

100. Assess the Cost-effectiveness of Nine Disputed Bay Area Rapid Transit System (BART) Fire Safety Improvement Projects
101. Evaluate Telecommunications Performance Incentive Plan

### Real Estate, California Department of

102. Develop a Master Work Plan and Schedule for Reform of the Statewide Real Estate Subdivision Process
103. Conduct an Actuarial Study of the Real Estate Recovery Account
104. Develop and Implement a Recovery Account Claims Monitoring System
105. Assess California's Continuing Education Program
106. Evaluate Home Equity Lending by Mortgage Loan Brokers
107. Determine the Future Outlook of Common Interest Developments in California
108. Evaluate Licensee Interaction with Respect to the Marketing of Real Estate Owned/Foreclosed Properties

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| <p>109. Evaluate the Past Performance and Future Outlook of the Real Estate Appraisal Industry</p> <p>110. Evaluate the Escrow Industry</p> <p>111. Assess Foreign Investment in California Real Estate</p> <p><b>Toxic Substances Control, California Department of</b></p> <p>112. Perform Modeling and Database Consulting for a Hazardous Waste Classification System</p> <p>113. Facilitate Industry, Environmental, and Legislature Meetings for a Hazardous Waste Classification System</p> <p>114. Evaluate the Economic Impact of Proposed Hazardous Waste Regulatory Changes</p> <p><b>Transportation, California Department of</b></p> <p>115. Assess Caltrans' Capability to Deliver the STIP</p> <p>116. Determine the Feasibility of Jointly Developing a Safety Roadside Rest Area on Highway 50 with the Private Sector</p> <p>117. Determine the Feasibility of Jointly Developing a Safety Roadside Rest Area on Interstate 5 with the Private Sector</p> | <p>118. Assess Department-Wide Engineering Organization and Position Classifications</p> <p>119. Determine the Feasibility of Contracting Out Residential Property Management Program Operations</p> <p>120. Determine Fair Compensation on a Professional Services Consulting Contract</p> <p>121. Present a Training Seminar on Lost Profit Calculations in Economic Damage Claims to Caltrans' Litigating Attorneys</p> <p>122. Evaluate a Plaintiff's Construction Contract Claim Filed Against Caltrans</p> <p><b>Transportation Commission, California</b></p> <p>123. Assist in the Implementation of Proposition 116, the Clean Air and Transportation Improvement Act of 1990</p> <p>124. Assess the Five-Year Projections for the State Transportation Improvement Plan</p> <p><b>Water Contractors Audit Committee, California</b></p> <p>125. Review Energy Supply Alternatives for the State Water Project and Projected Water Development Costs</p> |
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