



the **ARI** Group  
Staffing Professionals

# Capability Statement

The ARI Group is a professional services firm that assists clients in the private and public sectors. The ARI Group is an [SBA-certified 8\(a\) Economically Disadvantaged](#) firm and a [Small Disadvantaged Business](#) (“SDB”), certified as a [Veteran Owned Small Business](#) and a Minority Business Enterprise (MBE).

The ARI Group’s practice is anchored in its partners’ expertise in accounting and financial consulting, staffing and permanent placement which was developed over the past two decades while in the employ of major international search firms. The ARI Group provides management and financial professionals or a project team to clients to augment their internal resources on projects and initiatives. From financial compliance and financial reporting to budgeting and forecasting initiatives, our professionals have the skills and the experience to make a significant difference.

Our business model is to identify a project team from our network of accomplished professionals, and to deliver the individual or the team most uniquely qualified to effectively answer our client's challenge. Providing experienced cost-effective professionals on a timely basis is The ARI Group hallmark, and the cornerstone of our success.

***Projects supported by The ARI Group include, but are not limited to:***

- *Interim Controller & CFOs*
- *Business Process Re-engineering*
- *Strategic Planning*
- *Financial Systems Conversions*
- *Audit*
- *Tax*
- *SEC Reporting*
- *Year-End Process*
- *Treasury & Cash Management*
- *Budgets*
- *Analyst*
- *Payroll*
- *Staff Accounts*
- *Customer Service*
- *Credit Collections*
- *Accounts Receivable*
- *Dispute Resolution*
- *Inbound/Outbound Calls*
- *Data Entry*

We also specialize in the following areas; business process, compliance, enterprise risk assessment and enterprise resource management consulting. We are committed to providing the highest quality risk assessment, control analysis, and compliance management service to our clients in their marketplaces across the world, and wherever our clients need assistance. Our focus is on defining processes and advice to management and to build lean adaptive and ethical enterprises that properly manage risk resulting in sustained operation and superior competitive performance.

Our services and training provide customers with knowledge and deliverables that meet the expectations of governing bodies in the United States and internationally while assisting clients to understand and sustain compliance with the latest regulatory and legislative requirements.

The ARI Group's core competencies lie in professional services reflected by the following **NAICS Codes**:

- 561310 Employment Placement Agencies**
- 561320 Temporary Help Services**
- 561330 Professional Employer Organizations**
- 561110 Office Administrative Services**
- 611430 Professional and Management Development Training**
- 541213 Tax Preparation Services**
- 541214 Payroll Services**
- 541219 Other Accounting Services**
- 541511 Custom Computer Programming Services**
- 541512 Computer Systems Design Services**
- 541519 Other Computer Related Services**
- 541611 Administrative management and General Management Consulting Services**
- 541612 Human Resources and Executive Search Consulting Services**
- 541613 Marketing Consulting Services**
- 541614 Process Physical Distribution and Logistics Consulting**
- 541618 Other Management Consulting Services**

By contracting for The ARI Group services, federal and state departments and agencies help fulfill goals for minority and small business entity utilization. Private contractors with existing federal or state contracts, or which are contemplating bids for such contracts, enhance their own minority utilization goals and objectives by establishing partner, joint venture or sub-contractor relationships with The ARI Group.

**Principals****Eliot S. Lugo**

Eliot Lugo has held positions ranging from Internal Audit Senior of a fortune 500 financial services firm to Division Controller of a Multinational firm, and Division Director of a national firm that places senior and executive level individuals on both project and interim engagements and in permanent roles.

Mr. Lugo was recognized as a top producer and ranked number one nationally for two consecutive years while heading up the NY/NJ offices as Division Director. He graduated from the City University of New York with a BS in Accounting and has over 20 years of experience in Accounting and Finance.

**Joseph S. Simonetti**

Joe Simonetti spent 15 years in the finance and accounting arena serving as Controller, CFO, and VP of Finance. For the past 7 years he has been a producer and managing director in the business development/recruiting arena, for multi-billion dollar national recruiting firms in the Philadelphia, PA area. He successfully managed the consulting and permanent placement divisions, which placed and managed CFO and Controller level consultants on special projects and interim roles. His achievements include being recognized at the company's annual worldwide awards ceremony as a top producer who built some of the strongest client/candidate relationships within the industry.

Mr. Simonetti began his career doing M&A work in the healthcare arena closing major acquisitions and assuming critical finance roles from the east coast to the west coast. After the M&A years he spent 5 years with IBM building a Contract Profitability Division and a Pricing Methodology Division. During those years with IBM Joe received numerous awards including the most prestigious ELITE award for individual contributions towards realizing company objectives, vision, and mission. He also spent a year within the Venture Capital market working with a successful business venture and Start-Up.

Mr. Simonetti graduated from Temple University with a Bachelor's degree in Finance & Business Management.



## CAPABILITY STATEMENT

### **Eric B. Cohen, CPA**

Eric Cohen is a CPA with over 20 years of experience in Accounting and Finance. Prior to joining The ARI Group, Eric held management positions ranging from Division Director to National Business Development Director and Area Vice President for a multi-billion dollar national firm that places senior and executive level individuals on both project and interim engagements and in permanent roles. His ability to develop long term relationships and work consultatively with his clients to identify strategic initiatives and create the appropriate business solutions has made him a leader in the industry.

Mr. Cohen started his career in public accounting and became a partner at a regional CPA firm in the Washington DC area and later served as CFO of a government contracting firm. Eric graduated from American University with a bachelor's degree in Accounting.