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## TRIVARIANT CELEBRATES 10 YEARS IN BUSINESS

### Project Management Firm Carries on Legacy of Making People the Priority

Reston, VA (January 31, 2018) – TriVariant, a project management consulting company with an emphasis on Earned Value Management, is celebrating its 10-year anniversary this month. In 2008, Sylvia Alexander, TriVariant’s President and Principal Consultant, started the company. As a woman-owned small business competing in an industry with larger, well-known consulting firms, it was a risky venture. Sylvia felt that in an industry that is heavily invested in Processes and Tools, there was just not enough focus on **People** as the organization’s most important asset. She established TriVariant to take advantage of this opportunity and provide an innovative approach to project management with emphasis on **People**.

Sylvia had this to say about making the leap:

*“Breaking away from the larger corporate consulting culture was one of the best decisions I have made, and I haven’t looked back. It has given me great pride to build something from a personal need to approach my field differently and then watch it take off. I have not been in this alone; my team has decades of experience from many different business areas. We operate much more like a happy family than colleagues. Everyone knows their strengths, and we naturally fit into the necessary roles whether we are supporting a proposal, implementing a project management system, or supporting ongoing projects. It really shows in the quality of service we deliver and the long-term relationships that we’ve built. That is so much more than I ever imagined could happen when we started 10 years ago.”*

Launching a small startup in 2008 was particularly difficult because there was a large spike in business “exits” as the economic recession impacted many businesses across multiple industries<sup>1</sup>. Add to that, only roughly a third of startup enterprises survive for 10 years or longer<sup>2</sup>. Through difficult economic times and against the statistical odds, TriVariant has continued to succeed in the project management field, with the bulk of our new customers coming from word-of-mouth referrals. We are grateful to our customers that have supported us through business engagements and referrals – thank you!

TriVariant has grown since that first year, but chooses to continue operating with a small core of professionals that work well together as a team and are able to provide our customers with a high level of service. In addition to Earned Value Management consulting, the TriVariant team also offers an experienced team to support your U.S. Government proposal efforts. Detailed information about the solutions and services we provide can be found on our website at [www.trivariant.com](http://www.trivariant.com).

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<sup>1</sup> “Establishment Startups and Exits.” U.S. Small Business Administration Office of Advocacy, 19 November 2015, [www.sba.gov/sites/default/files/Advocacy\\_Startup\\_and\\_Exit\\_Infographic\\_1.pdf](http://www.sba.gov/sites/default/files/Advocacy_Startup_and_Exit_Infographic_1.pdf).

<sup>2</sup> “Frequently Asked Questions About Small Businesses” U.S. Small Business Administration Office of Advocacy, August 2017, [www.sba.gov/sites/default/files/advocacy/SB-FAQ-2017-WEB.pdf](http://www.sba.gov/sites/default/files/advocacy/SB-FAQ-2017-WEB.pdf).

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TriVariant is a project management consulting group dedicated to helping companies, contractors, and government officials run more effective and efficient programs and projects. Though we work with companies of every size, we’re particularly sensitive to the needs of smaller businesses that don’t have the budget or bandwidth of larger organizations. No matter if your company is big or small, our customized solutions and personal attention will help you get the most from your people, processes, and tools. If you would like more information about TriVariant, please contact us at [info@trivariant.com](mailto:info@trivariant.com).