

# THE WASHINGTON *Informant*

## Prince George's County's Newest 'Power Couple'

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What is BluPrint and why are we hearing so much about this start-up company?

Anyone who's in the business of human capital needs to keep an eye on this up and coming consultation firm.

A Prince George's County business, BluPrint was founded in 2013 and virtually hit the ground running.

Within the first year of launch, the firm breezed through accreditation with the International Accreditation Organization. Not one to rest on their laurels, the firm quickly secured approved vendor status from the Human Resource Certification Institute commonly known as the HRCI. If that wasn't enough, they also became the global certifying body for Human Resource professionals. Not bad for a one woman operation.

Yet, Founder, President and CEO, Gloria B. Thornwell is quick to say she didn't get here on her own. A big part of BluPrint's success is the strong relationship she shares with her husband, Co-founder, Executive V. P. and CFO, Bryant K. Thornwell.

Together they make up the new power couple in the Washington, DC area and certainly a pair to watch in the coming months ahead.

For this dynamic duo it's all about helping clients reach their goals. Part of their success is the complete hands on approach they take with every client. This is because the Thornwell's see themselves more as partners than consultants or contractors.

This charismatic twosome must be doing something right because their first year revenues exceeded the one million mark.

In addition, they secured two impressive contracts right out of the gate- one with a local Maryland college and the other playing a supporting role training over 3,000 Maryland state employees for the new Affordable Health Care Act or ACA.

Needless to say, the "BluPrint" for the future looks bright as this certified Maryland based MBE is on track to hit close to the two million mark by the end of 2014.

So how does BluPrint do it?

Most of the success can be credited to Bryant and Gloria themselves. Together they bring to the table an impressive assortment of skills, business experience and executive insight.

As a certified senior executive, Gloria is accomplished in conflict resolution, executive coaching and strategic management. Her role at BluPrint is to build trust with clients which requires a high degree of ethics, responsibility and accountability. She's definitely up for the task with her executive leadership capabilities, sound guidance and expertise in policy development.

Rythee Jones, Associate Vice President of Human Resources at Washington Adventist University stated "I am very pleased with our experience with BluPrint and with Ms. Thornwell in particular. Her thorough approach, professionalism, follow-up and customer-focus have made for a very smooth and rewarding engagement."

In addition Gloria has a Master's Degree in Management and Human Resources from the University of Maryland University College and certified as a Human Capital Strategist by the Human Capital Institute (HCI). She's a qualified Myers Briggs Type Indicator (MBTI) Practitioner, meaning she's highly capable of maximizing staffing requirements and conducting performance assessments through organizational change management or executive career shifts.

Whether it be project management, strategic planning or workforce analysis, Gloria's extensive qualifications are uniquely poised to make her a leader in human capital strategies for many years to come.

Of course with a woman at the helm, it comes as no surprise, Gloria believes in supporting women in transition. BluPrint is a strong supporter of the WVI (Women's Veteran's Interactive) an organization dedicated to helping female veterans transition successfully back into civilian life.

While most of us are familiar with the old adage, "behind every good man is a good woman", this influential partnership seems determined to toss out this old adage and welcome in a new era of equilateral supporting roles.

While Bryant may have a fair degree of financial authority in maintaining BluPrint's viability, it's not an exclusive role. Both he and Gloria are staunch guardians of BluPrint's fiscal health.

Additionally, Bryant brings a touch of celebrity that invigorates the firm and keeps them squarely in the public eye.

With an extensive media background, he's worked as a Production Manager for BET (Black Entertainment Television), Finance Manager for BET Sports and also for "BET on Jazz", The Jazz Channel.

He knows his way around marketing and promotions with hands on experience in print media, advertising, trade show promotions and social media marketing.

Therefore, it makes sense BluPrint radio is a vital marketing component for the consulting firm. The informative talk show is hosted by Gloria Thornwell and profiles cutting edge leadership. Interesting tidbits include interviews and highlights of Fortune 100 companies that are determined to keep agile in shifting economies. Listen to past interviews that are easily accessed on [BlogTalkRadio](#). Bryant's also been named, "Who's Who" in American Colleges and Universities and if that weren't enough, was added to the University of Scranton's basketball "Wall of Fame."

Still, Bryant's alumni success is a small part of his drive and determination. He also holds a B.S. in Accounting and minor in Business Management from the University of Scranton.

With over 20 years of finance and business development expertise; Bryant is a seasoned program and project management executive. Handling everything from business analysis, strategic planning and human resource management; Bryant Thornwell has a firm grasp on the procedures and methodologies that go along with executive management. Bryant spent two years as a Sub-Contract Administrator for a major federal government contractor and he's not afraid to ask the tough questions of particular importance to business entrepreneurs gearing up for exponential growth.

With all this financial acumen and leadership experience, it's easy to see why BluPrint is on the fast track.

Makes you wonder if this power couple ever has time to sleep. Rest assured, the Thornwell's have it all together and are enjoying the fruits of their labor.

So what can potential clients expect to gain from the BluPrint experience?

Once you reach the firm's [landing page](#), there are a host of boutique services to choose from such as: talent acquisition, performance management, training and development and legal compliance.

BluPrint serves businesses small and large, companies in both the public and private sector, government contractors along with agencies at the municipal, state and federal level. They also offer their consulting expertise to non-profit organizations, manufacturing companies as well as global companies across all industries.

They cater to an impressive client list including: GP Strategies Corporation, the U.S. Department of Energy (sub-contract), Washington Suburban Sanitary Commission, Uniformed Services of the University of the Health Sciences and Washington Adventist University.

Both Gloria and Bryant pride themselves in the personal touch they offer to each client. BluPrint client, GP Strategies, commented "I have worked with subcontractors constantly over the past 30 years and I would rank BluPrint in the top 5% of all the subcontractors with whom I have worked." – Emma Lopo-Sullivan, Vice President

They recognize there is no "one size fits all" solution to companies in transition. Along with larger workshops and training seminars; the firm offers custom retreats and personalized consultations to assist managers and business executives maneuver successfully in the global marketplace.

Their mastermind alliance includes a team of qualified consultants experienced in developing corporate policies, workplace procedures, employee manuals, legal compliance and affirmative action guidelines. Many of BluPrint's consultants are bilingual, helping to bridge the communication gap companies are now experiencing with diverse global personnel.

Suffice to say the Thornwell's are keenly responsible for the successful milestones BluPrint has experienced to date with certainly more impressive milestones to follow.

For the Washington DC area, it's a good bet BluPrint will soon make the Fortune 100 list and it's no wonder. With Gloria and Bryant Thornwell leading the way, there's nowhere to go but up.