COUNTY OF ALAMEDA

Questions & Answers

to

RFP No. 902046

### for

Third-Party COBRA Administration Services

**Networking/Bidders Conference Held on November 17, 2021**

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| **This County of Alameda, General Services Agency (GSA), RFP Questions & Answers (Q&A) has been electronically issued to potential bidders via e-mail. E-mail addresses used are those in the County’s Small Local Emerging Business (SLEB) Vendor Database or from other sources. If you have registered or are certified as a SLEB, please ensure that the complete and accurate e-mail address is noted and kept updated in the SLEB Vendor Database. This RFP Q&A will also be posted on the GSA Contracting Opportunities website located at** [**Alameda County Current Contracting Opportunities**](https://gsa.acgov.org/do-business-with-us/contracting-opportunities/)**.** |

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Thank you for your participation and interest in the County of Alameda.

All the questions are direct copy and paste from written questions emailed by Bidders. In the answers to these questions, the County of Alameda shall be noted as “County”. The Questions and Answers are the final stances of the County. Please consider this document in preparation for your bid response.

**Questions and Answers:**

1. Why has the County decided to bid these services at this time (fees, service issues, standard due diligence, etc.)?
2. Are there services level concerns with the current administrator?
3. If no service issues, what would be the catalyst for County to change administrators?
   1. **The three-year contract cycle is coming to an end.**

**a) It is not our practice to discuss a vendor’s performance with parties other than that vendor.**

**b) It is not our practice to discuss a vendor’s performance with parties other than that vendor.**

1. Can the County confirm the number of open enrollment packets provided annually? Are open enrollment packets mailed directly to participant homes? If so, how many pages comprise the open enrollment communication?
   1. **The County notifies all approximately 6000 active health benefits members. The third-party COBRA administrator only needs to notify current COBRA participants (approximately 60 members) and those members in their election period at the time of our Dental Open Enrollment. Letters are mailed to each participants mailing address in February and are due by April 10th in order to facilitate changes effective May 1st. The Public Authority can provide the standard language used for actively covered members, however the TPA will need to have a system to receive responses. The letter is only one page front and back in English, Chinese or Spanish and a return envelope may be included for ease of response.**
2. What amenities or service features do you like most about the current administrator?
   1. **Availability of an online member portal to manage the members accounts and payments.**
3. Does the County have new technological objectives for administration of these services?
   1. **None.**
4. Are there particular features or processes the County is seeking in the chosen vendor?
   1. **Online member portal, ability to pay online for ongoing services. A local representative who can address issues within the same time zone in a timely manner.**
5. Can the County provide great detail regarding Item C of the SLEB provisions which allows County to waive the small/emerging local business participation requirements on contracts over $25,000 if the additional estimated cost to the County, which may result from inclusion of the requirements, exceeds five percent (5%) of the total estimated contract amount or Ten Thousand Dollars ($10,000), whichever is less. Can the County confirm the certification process that a respondent would provide or how to document and or detail this circumstance as a part of the response.
   1. **For contracts over $25k, the County reserves the right to move forward with a non SLEB if the SLEB cost to the County is more than the 5% or 10,000. The County may or may not choose to exercise this right. There is no certification process.**
6. Please provide a link to the current contract and pricing with the incumbent.
   1. **Please submit a request for Public Records on website** [**https://gsa.acgov.org/about-gsa/contact-us/public-records-request/**](https://gsa.acgov.org/about-gsa/contact-us/public-records-request/)
7. Has the County exhausted all possible contract extensions with the incumbent?
8. If not, why is the County bidding at this time?
   1. **No. The County is seeking a vendor who provides excellent customer service and responds to concerns in a timely manner, while providing timely communication with our benefits carriers.**
9. Are there any items to be mitigated?
   1. **No.**
10. If we perform all COBRA administration and do not outsource, how do we complete the SLEB form? Will we be disqualified if nothing is outsourced to a SLEB?
    1. **All bidders who are not certified SLEBs are required to subcontract at least 20% to certified SLEBs. The County prefers subcontracting be direct services of the contract, however, bidders are allowed subcontract indirect services. It is a requirement that the SLEB form is completed.** **If you choose to take an exception, bidder must complete the “Exceptions and Clarifications” form, however, please note that the County is under no obligation to accept any exceptions and clarifications and such exceptions and clarifications may be a basis for bid disqualification.**
11. What are the names of the SLEBS currently contracted with by the incumbent? What are the services provided?
    1. **SLEB requirement was waived in the current contract.**
12. How many new hires per month?
    1. **The Public Authority is only the employer of record for the purpose of bargaining, and administers the health benefits according to the Memorandum of Understanding (MOU). However there are approximately 6000 covered members, with approximately 100-125 terminating from benefits per month.**
13. Specifically, which notices or documents are required in multi-lingual format? What languages?
    1. **No notices or documents are required by the vendor in multi-lingual format.**
14. Since COBRA coverage is provided base on paid premium, it is common that coverage is temporarily suspended if payment is made at the end of a grace period, and then subsequently reinstated if/when payment is made. Reinstatement can take a few days. How does the Results-Based Accountability (RBA) measurement apply?
    1. **The expectation is that coverage will be provided as soon as a payment is made. Typically, coverage is terminated when payments lapse. Unless there is good cause for a delay in payment (technology issues/mailing issues) the member will be terminated, which can be on a case by case basis. The effect on the RBA measurements are unknown.**
15. How many locations branches and/or locations?
    1. **One.**
16. What is the estimated number of administrative users or HR contacts?
    1. **Two.**
17. Who should the RFP be addressed to?
    1. **Contract Specialist, Kachina Handy,** [**kachina.handy@acgov.org**](mailto:kachina.handy@acgov.org)**.**
18. What was the number of insured employees in 1/1/19 & 1/1/20?
    1. **Approximately 6000 for each year.**
19. How many COBRA and pending participants are there currently?
    1. **Approximately 60.**
20. How many of the active COBRA participants are beyond the 18 month COBRA period and are actually participating in State Continuation?
    1. **Data is unknown at this time. The expectation is that the selected vendor will also administer the CAL COBRA (State Continuation) portion of ongoing COBRA coverage (18 mos).**
21. Assuming that some are on state continuation, is the administrative rate the same 2%, 10% or altogether different? Can you explain?
    1. **The administrative rates may be the same or different. Bidder should specify in their proposal what are their administrative rates.**
22. How many Medical, Dental, and Vision plans are there? Please list their renewal dates.
    1. **One Medical, Two Dental (HMO and PPO) One Vision, and are renewed monthly.**
23. How many insurance carriers provide plans to IHSS?
    1. **One Medical (Alameda Alliance for Health), Two Dental (Current Delta Dental HMO and PPO) One Vision (Fidelity/EyeMed).**
24. Who is your current COBRA Administrator?
    1. **Total Administrative Services Corporation (TASC).**
25. What is the current pricing for administrative services?
    1. **Please see chart below.**

|  |  |  |
| --- | --- | --- |
| **Fiscal Year** | **Contract Amount** | **Contract Term** |
| **2021- 2022** | **$60,000** | **July 1, 2021 – June 30, 2022** |

1. Does the award vendor retain the 2% administration fee?
   1. **The bidder should specify in their proposal what is the Administration fee that they should retain.**
2. Why is the IHSS going out of market? Are there specific pain points that need to be addressed?
   1. **The County is seeking a vendor who provides excellent customer service and responds to concerns in a timely manner, while providing timely communication with our benefits carriers.**
3. Are you looking for a vendor to carry out open enrollment for the COBRA population?
   1. **The third-party COBRA administrator only needs to notify current COBRA participants (approximately 60 members) and those members in their election period at the time of our Dental Open Enrollment.**
4. Please provide the following additional dates to your RFP timeline.
5. Implementation dates
6. Open Enrollment date(s)
7. Fiscal year & end dates
   1. **a) Implementation is May 1, 2022.**

**b) Dental Open Enrollment notices are mailed in February with a May 1st effective date.**

**c) The County’s fiscal year runs July 1 to June 30.**

1. How many total employees do you have?
   1. **The Public Authority is only the employer of record for the purpose of bargaining, and administers the health benefits according to the Memorandum of Understanding (MOU). However there are approximately 6000 covered members, with approximately 100-125 terminating from benefits per month.**
2. Who is your current vendor?
   1. **Please see A24.**
3. Are there any issues with the current administration?
   1. **Yes. The county is seeking a vendor who provides excellent customer service and responds to concerns in a timely manner, while providing timely communication with our benefits carriers.**
4. Please share current rates.
   1. **Please see A25.**
5. Are you looking to continue with a per event pricing structure or a per employee per month?
   1. **The department is open to exploring different pricing structures.**
6. Please share the number of average monthly qualifying events, current COBRA continuants, and average monthly new hires.
   1. **Approximately 100-125 members per month who terminate from our coverage and qualify for COBRA. There are currently approximately 60 COBRA participants. The Public Authority is only the employer of record for the purpose of bargaining and administers the health benefits according to the MOU.**
7. Do you utilize a ben admin/HRIS vendor?
   1. **No.**
8. Are you willing to consider a non-SLEB vendor if there are no quoting vendors that meet that requirement?
   1. **Per the RPF pages 9-10** **“The County intends to award a contract to the responsible Bidder(s) whose response conforms to the RFP and whose bid presents the greatest value to the County, all evaluation criteria considered”.**

**If you choose to take an exception, Bidder(s) must complete the “Exceptions and Clarifications” form, however, please note that the County is under no obligation to accept any exceptions and clarifications and such exceptions and clarifications may be a basis for bid disqualification.**

1. Our response to the RFP will include a copy of our standard Master Service Agreement (MSA) containing the terms under which we do business with all clients. We require using this because it precisely address, describes and supports the issues specific to and relevant to providing the services proposed. We are also amenable (i) negotiating certain provisions of our standard MSA and (ii) including certain provisions of your County of Alameda Standard Service Agreement, subject to negotiation. Is this approach acceptable?
   1. **It is the County’s standard procedure to use our own Standard Service Agreement. The contractor may suggest “redlines” or suggest any modifications, however, any changes on the agreement are subject to our County Counsel’s approval.**
2. How many active employees are eligible to participate in the COBRA benefits?
   1. **Approximately 6000 actively covered members. Approximately 100-125 members per month who terminate from our coverage and qualify for COBRA. There are approximately 60 COBRA participants.**
3. If it is practical or feasible for a bidder to meet the small/emerging local business participation requirements, will a waiver automatically be granted if the bidder indicates in its proposal that the additional estimated cost to the County, which may result from inclusion of the requirements, exceeds five percent (5%) of the total estimated contract amount? Are there any other requirements in order to receive this waiver?
   1. **The General Services Agency - Office of Acquisition Policy reviews waiver requests on a case by case basis.**
4. If bidder is seeking an exception must they still complete the SLEB Information Sheet?
   1. **Yes, bidders will also need to complete the Exceptions and Clarifications form, However, the County is under no obligation to accept any exceptions and clarifications and such exceptions and clarifications may be a basis for bid disqualification.**
5. Does the requirement of a dedicated account manager mean that such account manager may not work on other accounts? Will a team approach for account management disqualify the bidder?
   1. **Account manager may work on multiple contracts. The preference is to have one point of contact to handle issues as they arise.**
6. Do the General Environmental Requirements apply to this RFP? If yes, are exceptions permitted or may bidder request a waiver?
   1. **No, environmental requirements do not apply to this RFP.**
7. Do the First Source requirements apply to this RFP? If yes, are exceptions permitted or may bidder request a waiver?
   1. **Yes. Suppliers awarded contracts for goods, services and/or professional services for $100,000 and over are automatically qualified to take advantage of the First Source Program - there are no additional enrollment requirements.**
8. Do any prevailing wage requirements apply to this RFP?
   1. **No.**
9. Is the Bidder Acceptance form subject to the exceptions that bidder takes in the Exception and Clarifications form?
   1. **All submittals should include the completed Bidder Acceptance Form.**
10. Are exceptions permitted to the Minimum Insurance Requirements?
    1. **Please provide any and all exceptions on the Exception and Clarification Form with your submission for review. However, the County is under no obligation to accept any exceptions and clarifications and such exceptions and clarifications may be a basis for bid disqualification.**

VENDOR BID LIST

**RFP No. 902046 – Third-Party COBRA Administration Services**

This Vendor Bid List is being provided for informational purposes to assist bidders in making contact with other businesses as needed to develop local small and emerging business subcontracting relationships to meet the requirements of the [Small Local Emerging Business (SLEB) Program](https://gsa.acgov.org/do-business-with-us/vendor-support/small-local-and-emerging-businesses/).

This RFP is being issued to all vendors on the Vendor Bid List; the following revised vendor bid list includes contact information for each vendor attendee at the Networking/Bidders Conferences.

| **RFP No. 902046 -Third-Party COBRA Administration Services** | | | | | | |
| --- | --- | --- | --- | --- | --- | --- |
| **Business Name** | **Contact Name** | **Contact Phone** | **Address** | **City** | **State** | **Email** |
| Analytics Ark Consulting | munish arora | ( 510 ) 304-2119 | 4151 Tamayo STreet | FREMONT | 94536- | munish@analyticsark.com |
| Edward Price Co. | Cliff Price | ( 510 ) 204-0604 | 1711 B Martin Luther King Jr. Way | BERKELEY | 94709- | cliff@eprice.com |
| Excel Managed Care & Disability Services, Inc. | Steve Smetana | ( 760 ) 390-5553 | P.O. Box 409 | UNION CITY | 94587-9458 | ssmetana@we-excel.org |
| Hazelrigg Claims Management Services, Inc. | Daniel Madrigal | ( 510 ) 817-0930 | 1000 Broadway #405 | OAKLAND | 94607- | dan@hazelriggclaims.com |
| JT2 Integrated Resources | John Casas | ( 510 ) 844-3101 | 333 Hegenberger Road, Suite 650 | OAKLAND | 94621- | jcasas@jt2.com |
| Keith A Hillegass Co | Keith A Hillegass | ( 510 ) 351-1600 | 151 Callan Ave # 307 | SAN LEANDRO | 94577-4536 | khillcompany@aol.com |
| Medical Management Associates | Calvin Benton | ( 510 ) 663-6600 | 3300 Webster Street, Suite 900 | OAKLAND | 94609- | cbbenton@workerscompdoc.com |
| NexBenefit Insurance Service LLC | Lloyd Lawrence | ( 800 ) 858-0355 | 25200 Carlos Bee Blvd, Suite 383 | HAYWARD | 94542- | lloyd.lawrence@nexbenefit.com |
| Pension Benefit Consultants | Theodore Kao | ( 510 ) 836-5300 | 201 Fourth St., Suite 202 | OAKLAND | 94607- | tedkao@pensionbenefit.com |
| Stars Behavioral Health Group | Kent Dunlap | ( 510 ) 635-9705 | 7677 Oakport Street, Suite 1010 | OAKLAND | 94621- | kdunlap@starsinc.com |
| 1+1 Technology | Joseph Tinker | ( 925 ) 396-5801 | 39 California Ave, Suite 206 | PLEASANTON | CA | joey@1plus1tech.com |
| 360 Total Concept | Shonda Scott | ( 510 ) 836-0360 | 555 12th Street, Suite 1670 | OAKLAND | CA | Shonda@360tcpr.com |
| A.L. Chandler Consulting | Chandler Arnold | ( 510 ) 364-6989 | PO Box 28911 | OAKLAND | CA | arniec1@gmail.com |
| A.S.K. for Success | Jane Malmgren | ( 510 ) 828-0442 | 24470 Hidden Ct. | HAYWARD | CA | jm.ask4success@comcast.net |
| A-1 Safety Enterprise | Mignon McGregor | ( 510 ) 467-6238 | 383 Macarthur Blvd., #421 | OAKLAND | CA | mignon@a1ssafetyenterprise.com |
| Abinader Group Inc | Selma Abinader | ( 510 ) 535-9492 | 4132 Culver Street | OAKLAND | CA | experts@abinadergroup.com |
| Abner J. Boles III PhD | Abner Boles | ( 510 ) 882-8780 | 4310 Mountain Blvd | OAKLAND | CA | ajb@netwiz.net |
| ActiveWayz Engineering, Inc. | Admas Zewdie | ( 408 ) 219-5678 | 7901 Oakport Street, Suite 4225 | OAKLAND | CA | admas@activewayz.engineering |
| Acumen Building Enterprise, Inc. | Marlene Barrett | ( 510 ) 530-3029 | 7770 Pardee Lane, Suite 200 | OAKLAND | CA | marlene.barrett@acumentransit.com |
| ADALAT Corporation | Venkata Ramana Rao Madala | ( 510 ) 673-4722 | 34278 Torrey Pine Lane | UNION CITY | CA | madalaraman@yahoo.com |
| Additional Technology Security | Jonathan Okina | ( 510 ) 887-9888 | 1336 West Winton Ave | HAYWARD | CA | jonathano@us-alarm.com |
| Adroit Resources Inc | Mausami Kakkar | ( 510 ) 573-6400 | 39500 Stevenson Place, Suite 202 | FREMONT | CA | mausami@adroitresources.com |
| Advanced Resources | Patrick Collins | ( 510 ) 287-9900 | 1001 Broadway, Suite 288 | OAKLAND | CA | aricsltd@aol.com |
| AE3 Partners | Rick Dumas | ( 510 ) 538-9991 | 11 Embarcadero West, Suite 205 | OAKLAND | CA | rickd@ae3partners.com |
| Agape Enterprises Consulting | Don Stoneham | ( 925 ) 803-5736 | 7223 Avon Court | DUBLIN | CA | stoneham@agape1.biz |
| AIM Training Solutions DBA Motivaim | Elie Habib | ( 800 ) 305-3855 | 125 12th Street, 4th Floor | OAKLAND | CA | accounting@motivaim.com |
| Alcatel USA Marketing, Inc. | Jay Sungu | ( 510 ) 656-6573 | 43337 Cederwood Drive | FREMONT | CA | jay.sungu@alcatel.com |
| Alcor Solutions Inc. | Monisha Singh | ( 408 ) 393-6340 | 2101 Montese Ct | ALAMEDA | CA | monisha@alcortech.com |
| All Point Staffing, Inc. | Anthony Beaman | ( 510 ) 782-4800 | 26250 Industrial Blvd., Suite 46 | HAYWARD | CA | tony@allpointstaffing.com |
| Allen J Schuh | Allen J Schuh | ( 925 ) 462-1762 | 2344 Corte De La Jara | PLEASANTON | CA | aschuh101@yahoo.com |
| ALMA Strategies | Arturo Taboada | ( 510 ) 292-6615 | 943 Cerrito Street | ALBANY | CA | ataboada@almastrategies.com |
| Altrian-A Management Group | Harriet STRICKLEN | ( 510 ) 774-9570 | 3405 Dimond St #5 | OAKLAND | CA | hstricklen@amanagementgroup.co |
| Alvan Quamina Consulting | Alvan Quamina | ( 510 ) 435-7688 | 1645 81st Avenue | OAKLAND | CA | agvquamina@aol.com |
| AMC Consulting Engineers, Inc | Ming-Chen Yu | ( 510 ) 663-1118 | 487 8th St. | OAKLAND | CA | mcyu@amccon.com |
| American Medical Forensic Spec | Matt McCarthy | ( 510 ) 985-8333 | 2000 Powell Street, Suite 520 | EMERYVILLE | CA | mmccarthy@amfs.com |
| AMS Consulting, LLC | Robert Estimo | ( 925 ) 225-9922 | 5627 Stoneridge Drive, Suite 320 | PLEASANTON | CA | restimo@amsconsulting.net |
| Andree Driskell & Associates | Andree Driskell | ( 510 ) 687-1256 | 675 Hegenberger Road, Suite 239 | OAKLAND | CA | andreedriskell@earthlink.net |
| Anjanette Scott LLC | Anjanette Scott | ( 510 ) 717-9471 | 19108 Parsons Avenue | CASTRO VALLEY | CA | anjanettescott@yahoo.com |
| Application Associates | Daniel Fingerman | ( 510 ) 527-2772 | 915 Mendocino Ave. | BERKELEY | CA | dan@appassoc.com |
| Applied Digital Design Inc | John Akins | ( 925 ) 447-8893 | 2417 6th St | LIVERMORE | CA | jakins@ieee.org |
| ARCADIS | Natasha DeBenon | ( 714 ) 852-9012 | 4900 Hopyard Rd, Ste. 100 | PLEASANTON | CA | natasha.debenon@arcadis.com |
| Archgate Consulting, Inc. | Arvind Ahuja | ( 510 ) 459-0964 | 937 Sherman Way | PLEASANTON | CA | andy@archgateconsulting.com |
| Arum Consulting Group | Ike Arum | ( 714 ) 728-0150 | 2600 Ivy Drive | OAKLAND | CA | arum.consulting@gmail.com |
| Aster Telesolutions Inc | Ramakrishna Pamidi | ( 510 ) 790-9006 | 37053 Cherry St , Ste 103 | NEWARK | CA | krish@astertelesolutions.com |
| Aubrey Cramer Consultation | Aubrey Cramer | ( 510 ) 531-5240 | 2500 Carisbrook drive | OAKLAND | CA | aubreycramer@comcast.net |
| Baines Group, Inc. | Michael Baines | ( 510 ) 238-4669 | 562 14th Street | OAKLAND | CA | bainesgroupinc1110@sbcglobal.net |
| Barbara Ramsey | Barbara Ramsey, M.D. | ( 510 ) 384-0713 | 1440 Bonita Avenue | BERKELEY | CA | bramsey53@gmail.com |
| Bartle Wells Associates | Doug Dove | ( 510 ) 653-3399 | 1889 Alcatraz Avenue | BERKELEY | CA | ddove@bartlewells.com |
| Baseline Environmental Consulting | Bruce Abelli-Amen | ( 510 ) 420-8686 | 5900 Hollis Street, Suite D | EMERYVILLE | CA | bruce@baseline-env.com |
| Bay Area Business Roundtable | Bernard Ashcraft | ( 510 ) 568-6302 | 8517 Earhart Road | OAKLAND | CA | rttcjobs@aol.com |
| Bay Area Marketing | Victoria Smith | ( 510 ) 832-1544 | 655-12th Street, #209 | OAKLAND | CA | vsmith@bayareamarketing.us |
| Bay Area Program Mgt. Grp.LLC | Michele Bellows | ( 510 ) 267-6114 | 1333 Broadway #300A | OAKLAND | CA | mbellows@envirotranssolutions.com |
| Bay Area Structural, Inc. | David Helfant | ( 510 ) 547-8250 | 1185 Ocean Avenue | OAKLAND | CA | davidbhelfant@consultant.com |
| Be A Mentor, Inc. | Robert Goetsch | ( 510 ) 795-6488 | 1260 B Street, sTE 375 | HAYWARD | CA | goetsch@beamentor.org |
| Becky L. Taylor Associates | Becky Taylor | ( 510 ) 638-7276 | 69 Thousand Oaks Drive | OAKLAND | CA | BLTaylorassoc@comcast.net |
| Becton Healthcare Resources | Neisha Becton | ( 925 ) 520-0005 | 5674 Stoneridge Drive, Suite 108 | PLEASANTON | CA | nbecton@bhrcorp.org |
| Bedrock Media, Inc | David Takeuchi | ( 888 ) 722-1852 | 318 Harrison St. Suite 302 | OAKLAND | CA | dtakeuchi@bedrockbrands.com |
| Bellecci & Associates, Inc. | Daniel Leary | ( 925 ) 681-4880 | 7077 Koll Center Pkwy, Ste 210 | PLEASANTON | CA | daniel@bellecci.com |
| Bellos Group | Thea Bellos | ( 510 ) 540-5725 | 1250 Addison St # 211a | BERKELEY | CA | tbellos@bellosgroup.com |
| Berkeley Training Associates | Stan Taubman | ( 510 ) 845-7650 | 2625 Alcatraz Ave, Ste 129 | BERKELEY | CA | btatraining@earthlink.net |
| Berrio Hayward Law | Itzel Hayward | ( 415 ) 786-6678 | 208 John Street | OAKLAND | CA | berriohayward@gmail.com |
| Beth Newell, Consulting | Elizabeth Newell | ( 330 ) 573-9728 | 2742 PARKER AVE | OAKLAND | CA | eanewell@gmail.com |
| Bevilacqua-Knight, Inc. | Stella Fojas | ( 510 ) 444-8707 | 1000 Broadway, Ste. 410 | OAKLAND | CA | sfojas@bki.com |
| Beyond the Arc, Inc. | Jacqueline Espinoza | ( 510 ) 280-5536 | 2600 Tenth Street, Suite 616 | BERKELEY | CA | gov@beyondthearc.net |
| Bibby, LLC | Douglas Bibby | ( 510 ) 525-9499 | 1109 Neilson St | ALBANY | CA | dbibby@bibbyllc.com |
| BikeHub | Gene Oh | ( 510 ) 205-3006 | 1522 Park Street | ALAMEDA | CA | gene@bikehub.com |
| Bill Say | Bill Say | ( 510 ) 548-8703 | 1904 Virginia Street | BERKELEY | CA | bill@billsay.com |
| BizMechanix - Vervial Group | Bette Daoust | ( 925 ) 425-9513 | 7734 Creekside Drive | PLEASANTON | CA | BetteD@BizMechanix.com |
| Blu Telecommunication | Carlos Morales | ( 925 ) 271-0040 | 3015 Hopyard Road, Suite Q | PLEASANTON | CA | C.MORALES@BLU-TEL.COM |
| BluePoint Planning LLC | Mindy Craig | ( 510 ) 338-0373 | 1950 Mountain Blvd., #3 | OAKLAND | CA | mindy@bluepointplanning.com |
| Boss Effectiveness Institute | Brenda Mabry | ( 510 ) 839-2335 | 965 Underhills Rd. | OAKLAND | CA | bmabrybei@aol.com |
| Boss-Bouchard On Strategic Ser | Johanne Bouchard | ( 510 ) 523-3650 | 114 Fundy Bay | ALAMEDA | CA | Johanne@boss-ltd.com |
| Branes, LLC | Lorre Zuppan | ( 510 ) 749-6790 | 2986 Southwood Dr. | ALAMEDA | CA | zuppan@branes.com |
| Brilliant Ink | Anna Downing | ( 510 ) 987-8600 | 492 - 9th Street, Suite 330 | OAKLAND | CA | anna@brilliantink.net |
| BTech Inc | Sangeeta Choudhury | ( 510 ) 366-4511 | 39899 Balentine Dr., Ste 200 Room 22 | NEWARK | CA | sangeeta@tbiinc.org |
| BTW Consultants, Inc, dba Informing Change | Gail Camacho | ( 510 ) 665-6100 | 2040 Bancroft Way, Suite 400 | BERKELEY | CA | gcamacho@informingchange.com |
| Builders Control Inc | John Bohannon | ( 510 ) 534-5716 | 18 Embarcadero Cove | OAKLAND | CA | johnbohannon@builderscontrol.com |
| Business Place Strategies, Inc. | Clark Sept | ( 510 ) 530-3789 | 891 GLENDOME CIR | OAKLAND | CA | clark@businessplacestrategies.com |
| California Health Collaborativ | Stephen Ramirez | ( 559 ) 224-4524 | 519 17th Street | OAKLAND | CA | sramirez@healthcollaborative.org |
| California MEDLink | Janice Haris | ( 510 ) 444-2691 | 436 14th Street, Suite 910 | OAKLAND | CA | jharis@camedlink.com |
| Cambridge Systematics, Inc. | Wendy Williamson | ( 510 ) 873-8700 | 555 12th St., Suite 1600 | OAKLAND | CA | wwilliamson@camsys.com |
| Cardea Services | Patricia Blackburn | ( 510 ) 835-3700 | 614 Grand Ave, Suite 400 | OAKLAND | CA | pblackburn@cardeaservices.org |
| Career Alliance | Denise Berry | ( 510 ) 238-0909 | 1300 Clay Suite 600 | OAKLAND | CA | denise@careeralliance.net |
| Cargo Velocity Inc. | Daniel Johnson Johnson | ( 510 ) 913-6558 | 2140 Shattuck Ave, Suite 903 | BERKELEY | CA | dan.johnson@cargovelocity.com |
| Carroll & Ramsey Associates | Fred Ramsey | ( 510 ) 559-8153 | 950 Gilman St | BERKELEY | CA | fred@carroll-ramsey.com |
| CB Management Group, Inc. | April Chu | ( 510 ) 484-6769 | 211 - 10th Street, #328 | OAKLAND | CA | aprilchu@cbmanagementgroup.com |
| CBX Technologies, Inc | Christian D'Andrade | ( 510 ) 729-7130 | 8393 Capwell Drive, Suite 170 | OAKLAND | CA | chrisd@cbxtech.com |
| CDC Evaluation & Development | Dan Cieloha | ( 510 ) 531-5500 | 4735 Davenport Avenue | OAKLAND | CA | cieloha@aol.com |
| CDX Wireless Inc | Robert Simmons | ( 925 ) 218-4213 | 4435 Shearwater Court | PLEASANTON | CA | bob.simmons@cdxwireless.com |
| CE2 Corporation | Clyde Wong | ( 925 ) 463-7301 | 6140 Stoneridge Mall Road Suite 500 | PLEASANTON | CA | wong@ce2corp.com |
| Center for Community Dispute Settlement | Diane Jeronimo | ( 925 ) 373-1035 | 291 McLeod Street | LIVERMORE | CA | diane.jeronimo@comcast.net |
| Center for Strategic Facilitation | Robert Hopkins | ( 510 ) 532-6595 | 730 Sybil Ave | SAN LEANDRO | CA | robert@strategicfacilitation.com |
| CGR MANAGEMENT CONSULTANTS | MARY BRIGHTBILL | ( 510 ) 844-7752 | 1901 Harrison St., Suite 1100, Room 1115 | OAKLAND | CA | paratran@aol.com |
| Change Cadet | Cadet Akilah | ( 510 ) 292-5992 | 357 Vernon Street Suite 206 | OAKLAND | CA | akilah@changecadet.com |
| Chaves & Associates | Arlene Chaves | ( 510 ) 268-6900 | 289 Park Street | SAN LEANDRO | CA | arlene@chaves-associates.com |
| Chemmeen Groups, LLC. | Melanie Baskaran | ( 408 ) 888-9435 | 2165 Parkhurst Street | HAYWARD | CA | melanievanitha@gmail.com |
| CICA Holdings Corporation | Hugues Durand | ( 415 ) 812-0441 | 300 Frank Ogawa Plaza, 2nd floor | OAKLAND | CA | huguesl@veloxtechnology.com |
| Ciddio-Morris Associates, Inc. | Jim Morris | ( 510 ) 208-7100 | 1611 Telegraph Ave #808 | OAKLAND | CA | jmorris@ciddiomorris.com |
| Circles of Change | Robert Quintana Hopkin | ( 510 ) 207-6658 | 730 Sybil Ave | SAN LEANDRO | CA | Robert@circlesofchange.us.com |
| Cit Com | William Romesburg | ( 925 ) 413-0233 | 1298 Blossom Circle | LIVERMORE | CA | wromesburg@cit-com.com |
| CJM Associates | Cheryl Johnson | ( 510 ) 326-7261 | 2720 College Ave, #1 | BERKELEY | CA | cjmassociates.2011@gmail.com |
| Claims Litigation Management Solutions | Catherine Gregoire | ( 510 ) 313-3358 | 2471 Creekside Court | HAYWARD | CA | catherine@clms1.com |
| Claremont Behavioral Services, Inc. | Laurie Slez | ( 800 ) 834-3773 | 1050 Marina Village Parkway, Suite 203 | ALAMEDA | CA | lslez@ClaremontEAP.com |
| Claros Group | Laura Peck | ( 510 ) 524-3150 | 969 Kains Ave. | ALBANY | CA | lpeck@clarosconsulting.com |
| Coastline Management | Shana London | ( 510 ) 238-1114 | 641 17th Street | OAKLAND | CA | shanaclondon@aol.com |
| COCHS | Rubian Moss | ( 510 ) 595-7360 | 675 61st Street | OAKLAND | CA | rmoss@cochs.org |
| Coleman Strategy Group LLC | Vanessa Coleman | ( 510 ) 295-5121 | 6222 Majestic Ave | OAKLAND | CA | vanessacoleman@gmail.com |
| Columbia Project Management Gp | Bernice Archie | ( 510 ) 251-2333 | One Lakside Dr. Ste 1404 | OAKLAND | CA | bervin108@aol.com |
| Comfort Homesake | Lisa Price | ( 510 ) 839-6120 | 1440 Broadway | OAKLAND | CA | jprice04@yahoo.com |
| Communities in Collaboration, LLC | Heather Imboden | ( 510 ) 684-6710 | 7800 MacArthur Blvd. | OAKLAND | CA | heather@communitiesincollaboration.com |
| Communities-N-Concert, LLC | Mick Gardner | ( 510 ) 338-4518 | 424 Lake Park Ave, Suite 441 | OAKLAND | CA | mick@communitiesnconcert.org |
| Comp Analysis Inc | Shari Dunn(formerly Carter) | ( 510 ) 763-3774 | 725 Washington St | OAKLAND | CA | sdunn@companalysis.com |
| Compliance and Closure Inc. | Nalini Frush | ( 925 ) 426-5395 | 7020 Koll Center Parkway, Suite 134 | PLEASANTON | CA | nfrush@aol.com |
| Computers And You | Cheryl Dockery | ( 510 ) 433-0194 | 5026 Melrose Avenue | OAKLAND | CA | cheryldockery@comcast.net |
| Conferra Software | Sudheer Gullapalli | ( 408 ) 792-7429 | 39180 Liberty St, Suite 101, Office #4 | FREMONT | CA | sudheer.g@conferrasoft.com |
| ConfigClouds | Israel Arockiaraj | ( 408 ) 888-9435 | 2165 Parkhurst Street | HAYWARD | CA | melanievanitha@gmail.com |
| Conley Consulting Group | Denise Conley | ( 510 ) 625-1448 | 1624 Franklin St, Ste 1102 | OAKLAND | CA | mconley@conley-group.com |
| Consulting Management LLC | Laurie Johnson | ( 510 ) 703-2384 | 8035 Mountain View Drive, #C | PLEASANTON | CA | jlaurie443@gmail.com |
| Contreras Consulting | Colleen Contreras | ( 510 ) 814-8177 | 16 Sunny Cove Circle | ALAMEDA | CA | colleencontreras@yahoo.com |
| Cornerstone Facilities Consulting, Inc. | Wayne Perry | ( 510 ) 239-5018 | 3055 Alvarado Street, Suite 132 | SAN LEANDRO | CA | wperry@cornerstoneconcilium.com |
| CPM Logistics, LLC | Abbigail Brown | ( 510 ) 274-1325 | 5506 Thornhill Drive | OAKLAND | CA | abbigail@cpmlogistics.net |
| CRA International, Inc. | Paul Leuchte | ( 617 ) 425-3022 | 5335 College Ave., #26 | OAKLAND | CA | amcdermott@crai.com |
| Craig Hart Consulting, LLC | Sydni Craig-Hart | ( 510 ) 301-0668 | 2340 Powell Street, Suite 223 | EMERYVILLE | CA | sydni@craighartconsulting.com |
| Create The Space | Denzel Herrera-Davis | ( 312 ) 870-0317 | 2533 Filbert St. | OAKLAND | CA | denzel@cr8thespace.com |
| Creative Adaptive Thinking, LLC | Cecilio Mills | ( 916 ) 947-5008 | 555 12th Street | OAKLAND | CA | cecilio@creativeadaptivethinking.com |
| CrestPoint Solutions Inc | Fabomi Ojuola | ( 925 ) 828-6005 | 5994 W. Las Positas Blvd, #223 | PLEASANTON | CA | fojuola@crestpt.com |
| Cristobal Consulting | Kristene Cristobal | ( 510 ) 407-0791 | 781 Spruce Street | BERKELEY | CA | cristobalconsulting@gmail.com |
| Cross Ocean Technologies, Inc. | John Short | ( 510 ) 214-3588 | 1901 Harrison Street, Suite 1100, Office #1132 | OAKLAND | CA | jshort@cot-inc.com |
| Crowell and Associates | Gloria Crowell | ( 510 ) 913-5694 | 16 Maggiora Drive | OAKLAND | CA | croglo@pacbell.net |
| Crown Health Services | Clifton Johnson | ( 510 ) 770-1481 | 43551 Mission Blvd, Ste 106 | FREMONT | CA | cjohnson@crown-health.com |
| CSB Consulting | Cassandra Benjamin | ( 510 ) 893-4656 | 1204 Preservation Pkwy, Suite 200 | OAKLAND | CA | csbenjamin@sbcglobal.net |
| CY Partners | Xinyuan Yang | ( 510 ) 292-6963 | 1615 Broadway, Suite 600 | OAKLAND | CA | catherineyang9@gmail.com |
| Cytel Group Inc | James Baker | ( 925 ) 354-6893 | 17200 Foothill Boulevard | CASTRO VALLEY | CA | jim@cytelgroup.com |
| D. Moore Consulting | Debra Moore | ( 510 ) 673-8300 | 3706 Elston Avenue | OAKLAND | CA | info@dmooreconsulting.com |
| D. Nicholson & Associates | Dan Nicholson | ( 510 ) 703-8109 | 1611 Telegraph Ave., #315 | OAKLAND | CA | Dan.Nicholson@OctagonRS.com |
| Dabri, Inc. | Ravinder Kaur | ( 510 ) 406-7159 | 1212 Preservation Parkway, suite 300 | OAKLAND | CA | dkaur@dabri.com |
| Dahlia Moodie & Associates | Dahlia Moodie | ( 510 ) 302-6653 | 70 Washington St, Ste 303 | OAKLAND | CA | dahlia@ecoptions.biz |
| Dahlin & Associates | Peter Dahlin | ( 510 ) 507-3056 | 1024 55th St. | OAKLAND | CA | dahlinpm@aol.com |
| Daniel Matthieu Cohen, LCSW, Inc. | Daniel Cohen | ( 510 ) 501-5961 | 345 Hanover Ave | OAKLAND | CA | danielmatucohen@gmail.com |
| Danquah Group, LLC | Seth Danquah | ( 925 ) 475-5058 | 4900 Hopyard Rd., Suite 100, Office No. 10 | PLEASANTON | CA | sdanquah@danquahgroup.com |
| Darien Louie Consulting | Darien Louie | ( 510 ) 418-8605 | 1 Rishell Drive | OAKLAND | CA | darienlouie8888@gmail.com |
| David Dickson Consulting | David G. Dickson | ( 707 ) 479-8491 | 800 Hearst Ave | BERKELEY | CA | david.d@comcast.net |
| David Paul Rosen & Associates | Stacey Nordwall | ( 510 ) 451-2552 | 1330 Broadway, Ste 937 | OAKLAND | CA | stacey@draconsultants.com |
| David R. Nakashima | David Nakashima | ( 510 ) 530-0965 | 6616 Banning Drive | OAKLAND | CA | davenakashima@gmail.com |
| Davillier-Sloan | Jake Davillier-Sloan | ( 510 ) 835-7603 | 1630 12th Street | OAKLAND | CA | jake@davillier-sloan.com |
| Deborah Raucher | Deborah Raucher | ( 510 ) 593-8382 | 628 Boulvard Way | OAKLAND | CA | debraucher@sbcglobal.net |
| Debra Kaufman Consulting | Debra Kaufman | ( 415 ) 519-5507 | 1300 Oxford Street | BERKELEY | CA | dkaufmanconsulting@gmail.com |
| Decitech Consulting Inc. | Jim Sparkman | ( 510 ) 796-1201 | 39420 Liberty Street, Suite 262 | FREMONT | CA | info@decitech-inc.com |
| Deens Electronics, Inc. DBA A-Plus Printer Services | Musa Sarary | ( 510 ) 656-4500 | 44875 Industrial Dr., Ste J | FREMONT | CA | sales@deenselectronics.com |
| Delta Financial Accounting & C | Grace Uwadiale | ( 510 ) 569-9635 | 675 Hegenber Road Suite 213 | OAKLAND | CA | graceuwadiale@deltafinancialconsult.com |
| Development Consulting Network | Sonya Christian | ( 415 ) 672-6210 | 1925 Eleventh Ave | OAKLAND | CA | info@DCN.bz |
| Development Services/granthelper | Marie Beichert | ( 415 ) 686-6239 | 1201 Pine St., #155 | OAKLAND | CA | marie@granthelper.com |
| Diablo Engineering Group | Jennifer Harmon | ( 510 ) 550-8959 | 1300 Clay Street, Suite 600, Office #1 | OAKLAND | CA | jennifer@diabloengineeringgroup.com |
| Diane Akers Consulting | Diane Akers | ( 510 ) 514-8152 | 716 Curtis Street | ALBANY | CA | dianeakers@aol.com |
| Direct Lenders' Insurance Services | Tony Fernandes | ( 415 ) 654-9843 | 4900 Hopyard Rd., Ste 100, Room 47 | PLEASANTON | CA | tony@directlendersins.com |
| Disability Management Insights, Inc. | Linda Stutzman | ( 510 ) 583-9190 | 20885 Redwood Road, PMB301 | CASTRO VALLEY | CA | linda@dmilnc.com |
| Diverse Design Consultant Srvc | Anitra Maynette | ( 510 ) 300-4256 | 3499 Pinewood Dr | HAYWARD | CA | ann.ddcs@gmail.com |
| DMG | Etcheverry Roberta | ( 800 ) 746-4364 | 6320 Majestic Avenue | OAKLAND | CA | robertae@dmg-at-work.com |
| DMJ Associates | Dale Jackson | ( 510 ) 562-1237 | 7843 Hansom Dr | OAKLAND | CA | dmjdale@ix.netcom.com |
| Don Todd Associates, Inc. | Roosevelt Hattin | ( 510 ) 251-1007 | 1000 Broadway, Suite 610 | OAKLAND | CA | rhattin@dta.com |
| Dr. Berg and Assoc | paul berg | ( 510 ) 893-3413 | 389-30th st., oakland | OAKLAND | CA | psyberg@drpaulberg.com |
| DRJ & Associates | Donna R. Jacobs | ( 510 ) 881-2552 | 7735 Pineville Cir | CASTRO VALLEY | CA | primadrj@gmail.com |
| Dryad, LLC | Torrey Young | ( 510 ) 538-6000 | 35570 Palomares Rd. | CASTRO VALLEY | CA | torrey@dryad.us |
| Du-All Safety, LLC | Terry McCarthy | ( 510 ) 651-8289 | 45950 Hotchkiss Street | FREMONT | CA | terrym@du-all.com |
| DWH Consulting | Darryl Hewitt | ( 510 ) 888-0360 | 20139 Crow Creek Road, Suite 100 | CASTRO VALLEY | CA | darryl@dwhconsulting.com |
| E. Hogan Consulting | Evelyn Jackson | ( 510 ) 568-8836 | 3140 Hood St. | OAKLAND | CA | ehjbmw@aol.com |
| E8 Group | B Richard Spiese | ( 510 ) 343-4329 | 1277 Washington Avenue, #618 | SAN LEANDRO | CA | rspiese@ix.netcom.com |
| Earth House | Margaret Pavel | ( 510 ) 652-2425 | 5275 Miles Ave | OAKLAND | CA | drpalomapavel@yahoo.com |
| Earth Safety Dynamics | Kevin Braun | ( 925 ) 455-6601 | 70 Rockrose St | LIVERMORE | CA |  |
| Echo West International, Inc. | Ali Imran | ( 510 ) 652-3028 | 5801 Christie Ave., #275 | EMERYVILLE | CA | a\_imran777@yahoo.com |
| eCIFM Solutions, Inc. | Vimal Uberoi | ( 925 ) 556-3450 | 7950 Dublin Blvd, Ste 107 | DUBLIN | CA | vimal@ecifm.com |
| Edward Price Co. | Cliff Price | ( 510 ) 204-0604 | 1711 B Martin Luther King Jr. Way | BERKELEY | CA | cliff@eprice.com |
| EELA | Margo Ellis | ( 202 ) 550-9966 | 2323 Broadway, | OAKLAND | CA | margo@eelasolutions.com |
| EHS Compliance Services, Inc. | Kahlilah Guyah | ( 786 ) 258-1818 | 3744 Bairn Court | PLEASANTON | CA | kguyah@ehscsi.com |
| Elemeno Health, Inc. | Arup Roy-Burman | ( 510 ) 220-1595 | 2910 Ford Street, Suite D | OAKLAND | CA | arup@elemenohealth.com |
| Ellen Muir Systems Coaching & Consulting | Ellen Muir | ( 510 ) 220-7665 | 129 Euclid Avenue | SAN LEANDRO | CA | emuirsc@gmail.com |
| Emeryville Occupational Medical Center Inc | Steven Gest | ( 510 ) 653-5200 | 6001 Shellmound Street, Suite 115 | EMERYVILLE | CA | dr@emeryvilleoccmed.com |
| Employee Benefit Specialists | Joan Rhodes | ( 925 ) 469-5226 | 5934 Gibralter Dr. , Suite 206 | PLEASANTON | CA | joan@ebsbenefits.com |
| Empower Minds, LLC. | Suzanne Ravera | ( 925 ) 784-9659 | 1141 Catalina Drive, #159 | LIVERMORE | CA | suzanne@empowerminds.com |
| Energy Performers | Richard Hart | ( 510 ) 325-9427 | 951 Scott Street | OAKLAND | CA | rhart@energyperformers.com |
| Energy Resources Integration, LLC | Eric Noller | ( 510 ) 593-2029 | 300 Lakeside Drive, Suite 1980 | OAKLAND | CA | eric@eripacific.com |
| Enomik Business Group | Kimone Gooden | ( 408 ) 406-8775 | 80 Swan Way, Suite 275-C | OAKLAND | CA | kgooden@enomik.com |
| Enpro Solutions, Inc. | R. Maqbool Qadir | ( 925 ) 803-8045 | 6500 Dublin Boulevard, Ste 215 | DUBLIN | CA | Qadir@enprosolutions.com |
| Envir Occup Risk Management | John Stackhouse | ( 408 ) 790-9275 | 7901 zOakport St., Suite 4400 | OAKLAND | CA | stackhousej@eorm.com |
| EnviroIssues, Inc. | Lynnette Bradbury | ( 206 ) 922-6263 | 555 12th Street, Suite 500, Office #521 | OAKLAND | CA | LBradbury@enviroissues.com |
| Environmental Risk Communicati | John Rosengard | ( 510 ) 548-5570 | 2121 Tunnel Road | OAKLAND | CA | john@erci.com |
| EOA, Inc. | Don Eisenberg | ( 510 ) 832-2852 | 1410 Jackson St | OAKLAND | CA | doneisenberg@eoainc.com |
| Estoa, LLC | Stephanie Anderson | ( 510 ) 243-7300 | 1300 Clay Street, Suite 600 | OAKLAND | CA | sanderson@s2a.consulting |
| EVCHARGE4U Inc. | Paul Nijssen | ( 510 ) 779-3645 | 1805 Martin Luther King Jr. Way | BERKELEY | CA | Paul@evcharge4u.com |
| Express Personnel Services | Donna Mize | ( 510 ) 797-5100 | 39111 Paseo Padre Parkway Suite 117 | FREMONT | CA | donna.mize@expresspros.com |
| FamilyCare Inc. | Cathy Leibow | ( 925 ) 249-6610 | 7041 Koll Center Parkway, #235 | PLEASANTON | CA | cathy@famcare.com |
| Farallon Consulting, LLC | Lori Pettegrew | ( 510 ) 879-6804 | 180 Grand Ave, Suite 900 | OAKLAND | CA | lpettegrew@farallonconsulting.com |
| FAS Services | Faith Elizabeth Fuller | ( 510 ) 684-4558 | 593 62nd Street | OAKLAND | CA | faithefuller@gmail.com |
| Feeney Wireless California | Ethan Ralston | ( 888 ) 683-4818 | 2603 Union St | OAKLAND | CA | eralston@feeneywireless.com |
| Fidelis Professional Services Inc | Brenda Belderol | ( 925 ) 233-4477 | 6990 Village Parkway, Suite 206 | DUBLIN | CA | bfbelderol@fps-corp.com |
| FinanceStaff, Inc | Linda Carlton | ( 510 ) 465-6070 | 300 Frank Ogawa Paza, Suite 228 | OAKLAND | CA | linda@financestaff.com |
| Fischer Communications | Roberta Fischer | ( 510 ) 868-3355 | 2140 Shattuck Ave., Suite 808 | BERKELEY | CA | bobbi@fischercommunications.com |
| FMG Architects | Charissa Frank | ( 510 ) 465-8700 | 330 15th Street | OAKLAND | CA | cfrank@fmgarchitects.com |
| Folstra | Folakemi Aladegbami | ( 510 ) 838-6920 | 1939 Harrison Street, Suite 420 | OAKLAND | CA | kemi@folstra.com |
| Francis Fruzzetti for ACTIA | Francis Fruzzetti | ( 925 ) 846-0545 | 7783 Applewood Way | PLEASANTON | CA | ffruzzetti@comcast.net |
| Francisco & Associates, Inc. | Joseph Francisco | ( 925 ) 785-1933 | 5776 Stoneridge Mall Rd, #320 | PLEASANTON | CA | joef@franciscoandassociates.com |
| Freeman Fleming Holdings, Inc. | Owen Garrick | ( 510 ) 251-0490 | 810 Clay Street, Suite #200 | OAKLAND | CA | Owen.garrick@freemanfleming.com |
| Fruge Psychological Associates | Dr. Alexis Green-Fruge | ( 510 ) 482-3622 | 1300 Clay St., Ste 600 | OAKLAND | CA | info@fpasolutions.com |
| Future Power Corporation DBA Energy Conservation Options | Dahlia Moodie | ( 510 ) 647-8450 | 66 Franklin Street, Suite 300, Office 317 | OAKLAND | CA | dahlia@ecoptions.biz |
| Gardner, Underwood & Bacon LLC | Lisa Smith | ( 510 ) 444-8343 | 1440 Broadway, Suite 800 | OAKLAND | CA | lisa.smith@gubllc.com |
| GeeMX Technologies | Andrew Stevens | ( 217 ) 000-1811 | 851 Woodlawn Road | ALAMEDA | CA | andrews.steve@gmx.com |
| Genesis Logistics, Inc. | Scott Mullins | ( 510 ) 476-0790 | 4013 Whipple Rd | UNION CITY | CA | scott.mullins@exel.com |
| Get It Done | Jill Wasserman | ( 510 ) 909-3948 | 4130 Penniman Ct | OAKLAND | CA | jill@letmegetitdone.com |
| GetResource Inc | Nishi Deokule | ( 510 ) 936-1640 | 37488 Marsten Drive | NEWARK | CA | nishi@getresourceinc.com |
| Gibson & Associates | Paul Gibson | ( 510 ) 986-0990 | 1300 Clay St., Ste 600 | OAKLAND | CA | paul@gibsonandassociates.com |
| GIS Consultants | Bruce Joffe | ( 510 ) 238-9771 | 1212 Broadway, Suite 610 | OAKLAND | CA | GIS.Consultants@joffes.com |
| GKK Corp DBA GKK Works | Randy Horn | ( 510 ) 879-8385 | 1629 Telegraph Avenue Suite 400 | OAKLAND | CA | rhorn@gkkworks.com |
| Global Investment Company | Cathy Jackson | ( 510 ) 835-8300 | 300 Frank H Ogawa Plaza, Suite 254 | OAKLAND | CA | cathy@globalinvestmentcompanies.com |
| Goddess Boot Camp Ministry | Carmen West-Jefferson | ( 510 ) 569-4895 | 256 Lexington Ave | SAN LEANDRO | CA | carmen@goddessbootcampministry.com |
| Government Staffing Associates | Steven Strawser | ( 510 ) 446-7855 | 1300 Clay Street, Suite 600 | OAKLAND | CA | steven@govstaff.org |
| Graham & Associates | Perry Graham | ( 510 ) 597-1353 | 71 Sonia Street | OAKLAND | CA | perry@grahamslist.com |
| Grant Management Associates | Kristin Carter | ( 530 ) 228-9235 | 600 Parkwood | BERKELEY | CA | kcarter@grantmanagementassoc.com |
| Greenbank Associates | Alice Sung, AIA, LEED AP | ( 510 ) 658-8060 | 117 Greenbank Ave. | PIEDMONT | CA | asung1@gmail.com |
| Gyroscope, Inc. | Maeryta Medrano | ( 510 ) 986-0111 | 283 Fourth Street, Suite 201 | OAKLAND | CA | maeryta@gyroscopeinc.com |
| HANKINS ASSOCIATES INC | DONNA HANKINS | ( 510 ) 271-8070 | 3525 LAKE SHORE AVE | OAKLAND | CA | taxdis@comcast.net |
| Hanserd Ventures LLC DBA: Hanserd Health Care Solutions | Jessica Hanserd | ( 510 ) 987-8484 | 1518 Leimert Blvd. | OAKLAND | CA | jessica@hanserdhcsolutions.com |
| Healing Our Village, Inc. | Owen Garrick MD, MBA | ( 510 ) 251-0490 | 810 Clay Street, Suite 200 | OAKLAND | CA | drgarrick@healingourvillage.com |
| Health Equity | Denise Jay | 801-783-7960 | 15 W. Scenic Pointe Dr. Ste 200 | Draper | UT 84020 |  |
| Health Equity | Barbara Gonzales | 850-491-0693 | 15 W. Scenic Pointe Dr. Ste 200 | Draper | UT 84020 | bgonzales@healthequity.com |
| Health Equity Partnership | Nancy Halloran | ( 510 ) 847-3833 | 614 Grand Ave, #400 | OAKLAND | CA | nshalloran@sonic.net |
| HFS Consultants | Pat Sinclair | ( 510 ) 768-0066 | 505 Fourteenth St., 5th floor | OAKLAND | CA | pats@hfsconsultants.com |
| Hixson & Associates | Steven Hixson | ( 510 ) 834-2558 | 389 Bellevue Avenue | OAKLAND | CA | steve@hixsonpm.com |
| Horizon Projects Consulting Corp. | Lawson James | ( 914 ) 482-3809 | 1100 Pacific Marina, Suite 706 | ALAMEDA | CA | lawson.james@hpcons.net |
| HR Ideas, LLC | Deisy Bach | ( 925 ) 556-4404 | 11844 Dublin Blvd., Ste. E | DUBLIN | CA | dbach@hrideas.com |
| HR Management Corp., Inc. | Clarence Hunt | ( 510 ) 267-0575 | 462 Elwood Avenue, Suite 9 | OAKLAND | CA | cahuntjr@sbcglobal.net |
| IEDA, Inc. | Bruce Heid | ( 510 ) 653-6765 | 2200 Powell Street, Suite 1000 | EMERYVILLE | CA | bheid@ieda.com |
| IHI Environmental A Terracon Co. | Mike Benefield | ( 510 ) 923-1661 | 1260 45TH ST. SUITE L | EMERYVILLE | CA | benefield@ihi-env.com |
| Ijichi Perkins & Associates | Karen Ijichi Perkins | ( 510 ) 531-9685 | 2823 Steinmetz Way | OAKLAND | CA | kiperkins@sbcglobal.net |
| Impact Justice | Adelaida Caballero | ( 510 ) 899-5010 | 2633 Telegraph Ave, #104 | OAKLAND | CA | acaballero@impactjustice.org |
| Indigo Systems LLC | Umesh Dudaney | ( 510 ) 757-8040 | 4 Anchor Drive, #443 | EMERYVILLE | CA | ududaney@yahoo.com |
| Industrial Employers & Distributors Association | Tony Angelo | ( 510 ) 653-6765 | 2200 Powell Street, Suite 1000 | EMERYVILLE | CA | tangelo@ieda.com |
| Infocus Consulting | Christine Stoner-Mertz | ( 510 ) 663-7200 | 1615 Broadway, Suite 1400 | OAKLAND | CA | chris@gettinginfocus.com |
| INFONETICA, INC. | Mahesh Dattatraya Dakwale | ( 925 ) 786-3865 | 2921 Moreno Ave | PLEASANTON | CA | rfp@infoneticainc.com |
| Innovations in Public Health | Julie Williamson | ( 510 ) 823-7201 | 4618 Belfast Ave. | OAKLAND | CA | jwwilliamson510@gmail.com |
| Inspire Consulting Group | Grace Uwadiale | ( 925 ) 485-5129 | 6210 Stoneridge Mall Road, Suite 120 | PLEASANTON | CA | grace@inspireconsult.com |
| INTELISTAF HEALTH SERVICES | KATHLEEN BOEGER | ( 510 ) 446-7766 | 1300 CLAY ST. SUITE 600 | OAKLAND | CA | KBOEGER@INTELISTAF.COM |
| Intrepid Ascent LLC | Mark Elson | ( 415 ) 533-8831 | 2120 University Ave, #722 | BERKELEY | CA | mark@intrepidascent.com |
| IPA Planning Solutions, Inc. | Ineda Adesanya | ( 510 ) 839-4550 | 446 17th St., Ste 201 | OAKLAND | CA | ipa@facmania.com |
| Iron Mountain Incorporated | Steve Pascucci | ( 415 ) 867-0337 | 6933 Preston Ave. | LIVERMORE | CA | Steve.Pascucci@ironmountain.com |
| ISDPlanning | Catherine Xinyuan Yang | ( 510 ) 292-6963 | 1620 Milvia Street | BERKELEY | CA | catherineyang9@gmail.com |
| Isobel White Consulting | Isobel White | ( 510 ) 828-3554 | 1734 Francisco Street | BERKELEY | CA | isobelwhite1@gmail.com |
| IT-SCIENT LLC | Meenu Giri | ( 510 ) 972-5211 | 44790 S Grimmer Blvd, Suite 205 | FREMONT | CA | meenu.giri@itscient.com |
| J. Haynes Enterprises | Gwendolyn McClain | ( 510 ) 470-3515 | 3357 Shawn Way | HAYWARD | CA | gwendolyn@jhaynesenterprises.com |
| J.D. Hatchell Enterprise, Inc. | Jeffrey Hatchell | ( 510 ) 612-0444 | 7824 Surrey Lane | OAKLAND | CA | jdhatchell@overthetopcoaching.com |
| Jackson Project Services | Lawrence Jackson | ( 510 ) 770-9341 | 43511 Southerland Way | FREMONT | CA | larryj@jacksonprojectservices.com |
| Jaharas | Nedir Bey | ( 510 ) 593-8368 | 2023 - 46th Avenue | OAKLAND | CA | nedirbey@yahoo.com |
| James Leadership Group | Kenneth James | ( 415 ) 609-3512 | 23 Mission Hills | OAKLAND | CA | kenneth@jamesleadershipgroup.com |
| Jay Crawford | Jay Crawford | ( 510 ) 792-1919 | 7153 Arbeau Drive | NEWARK | CA | jaycrawford@sbcglobal.net |
| Jayne Williams | Jayne Williams | ( 650 ) 279-7976 | 670 Brooklyn Ave | OAKLAND | CA | jayne@jaynesbrains.com |
| JCM Consulting | James Moor | ( 510 ) 534-1594 | P.O. Box 4231 | OAKLAND | CA | james@kwanzaagiftshow.com |
| Jenkins/Gales & Martinez, Inc. | Ryan Gales | ( 310 ) 645-0561 | 1401 Harrison St., Suite 1100 | OAKLAND | CA | rgales@jgminc.com |
| Jerry Lew & Associates | Jerry Lew | ( 415 ) 860-5290 | 55 Santa Clara Ave, Ste 230C | OAKLAND | CA | jayella@aol.com |
| Jeskell, Inc. | Rakesh Shah | ( 510 ) 795-7222 | 37600 Central Court, Suite 210 | NEWARK | CA | rshah@jeskell.com |
| JLW CONSULTING | JENNIFER LYNN WHALEY | ( 202 ) 841-9015 | 1334 ORDWAY STREET | BERKELEY | CA | JMLW@MAC.COM |
| JM Moore | Jean Marie Moore | ( 510 ) 229-7106 | 12820 Brookpark Road | OAKLAND | CA | jean@jmmoore.org |
| JoAnne G. Auerbach | JoAnne Auerbach | ( 510 ) 562-9907 | 77 Graeagle | OAKLAND | CA | joanne@jgauerbach.com |
| Joe A. Mattox, Ph.D. | Joe Mattox | ( 510 ) 812-2458 | 3224 Hannah Street | OAKLAND | CA | jmattox97@gmail.com |
| Joel Ginsberg | Joel Ginsberg | ( 415 ) 613-5635 | 2924 Harper Street | BERKELEY | CA | joelginsberg@gmail.com |
| John Eric Henry DBA Strategic EMS Consulting | John Eric Henry | ( 510 ) 654-2195 | 101 Broadway, #305 | OAKLAND | CA | johneric.semsc@gmail.com |
| John Yuasa | John Yuasa | ( 510 ) 435-2123 | 437 Montclair Ave | OAKLAND | CA | Johoyuasa@gmail.com |
| Johnson, Roberts & Associates | Michael Johnson | ( 510 ) 530-1963 | 11881 Skyline Blvd, Suite A | OAKLAND | CA | Mjohnson@JohnsonRoberts.com |
| Jones Psychological Services | Margaret Jones | ( 510 ) 221-6233 | 333 Estudillo Ave, Suite 201 | SAN LEANDRO | CA | drjones.margaret@gmail.com |
| JPG Consultants | Julie Posadas Guzman | ( 510 ) 931-6275 | 470 27th Street #225 | OAKLAND | CA | jcg@jpgconsultants.com |
| JR Consulting | Joy Rucker | ( 510 ) 334-9419 | 3364 Marcom Ave. | OAKLAND | CA | joyr56@sbcglobal.net |
| JT2 Integrated Resources | John Casas | ( 510 ) 844-3101 | 333 Hegenberger Road, Suite 650 | OAKLAND | CA | jcasas@jt2.com |
| Junious Williams Consulting, inc. | Junious Williams | ( 510 ) 213-3438 | 5621 Picardy Drive N | OAKLAND | CA | juniouswilliamsjr@gmail.com |
| Just Cities, LLC | Margaretta Lin | ( 510 ) 409-8653 | 2101 Webster Street, Suite 520 | OAKLAND | CA | margaretta@justcities.work |
| K. Iwata Associates, Inc. | Kay Iwata | ( 510 ) 471-7840 | 32466 Monterey Drive | UNION CITY | CA | kay@kiwata.com |
| K.J. Hurley and Associates | Kathleen Hurley | ( 510 ) 652-9852 | 6114 LaSalle, #307 | OAKLAND | CA | kjhurley77@aol.com |
| Kaisa Healthcare Solutions | Alka Patel | ( 312 ) 498-6263 | 543 Merritt Avenue | OAKLAND | CA | alka@kaisahealthcare.com |
| Karen Ljichi Perkins | Karen Perkins | ( 510 ) 531-9685 | 2823 Steinmetz Way | OAKLAND | CA | kiperkins@sbcglobal.net |
| Kate Harrison Consulting | Kate Harrison | ( 510 ) 524-2154 | 2043 Lincoln St. | BERKELEY | CA | kate@kateharrisonconsulting.com |
| Katharine Gale | Katharine Gale | ( 510 ) 710-9176 | 936 Hearst Ave | BERKELEY | CA | kgaleconsulting@sbcglobal.net |
| Kathleen Kelly Consulting | Kathleen Kelly | ( 510 ) 774-1086 | 5275 Proctor Ave | OAKLAND | CA | kathleenkelly.consulting@gmail.com |
| KCP Inc | Karl Pierce | ( 510 ) 832-4800 | 2201 Broadway Ste M5 | OAKLAND | CA | karl@kcpierce.com |
| KELCO COMPUTING SOLUTIONS | Chris Roberts | ( 800 ) 270-5861 | 9929 Caloden Lane | OAKLAND | CA | CRoberts@Kelcompute.com |
| Ken Starkovich Mgmt. Consultan | Kenneth Starkovich | ( 925 ) 784-6186 | 1370 Windsor Way | LIVERMORE | CA | kenpertcpm@aol.com |
| Kerr-Hill Inc | George Phirippidis | ( 925 ) 426-8384 | 7139 Koll Center Pkwy # 200 | PLEASANTON | CA | gphirippidis@kerrhill.com |
| Keystone Development Group LLC | Art May | ( 510 ) 454-8715 | 1611 Telegraph Ave, Suite 920 | OAKLAND | CA | amay@keystonedg.com |
| Khalfani Consulting | Zakiya Khalfani | ( 510 ) 283-3261 | 41777 Grimmer Blvd., Apt. N1 | FREMONT | CA | khalfaniconsulting@yahoo.com |
| Khepera Consulting | Gregory Hodge | ( 510 ) 750-8479 | 1633 Myrtle Street | OAKLAND | CA | greg@khepera.us |
| Kirkland A. Smith & Associates | Kirkland Smith | ( 510 ) 505-1735 | 37620 Filbert St. | NEWARK | CA | kirklandasmith@yahoo.com |
| Kneal Resource System Inc | Kathy Neal | ( 510 ) 430-1252 | 7141 Homewood Dr. | OAKLAND | CA | kathy@kneal.com |
| Koff & Associates | Catherine Kaneko | ( 510 ) 658-5633 | 2835 Seventh Street | BERKELEY | CA | kkaneko@koffassociates.com |
| Kukulica & Associates, Inc. | Nick Kukulica | ( 925 ) 245-4610 | 1729 Rutan Drive | LIVERMORE | CA | nick@kukulica.com |
| La Piana Associates Inc DBA La Piana Consulting | Kristen Godard | ( 510 ) 601-9056 | 5858 Horton St., Ste 272 | EMERYVILLE | CA | godard@lapiana.org |
| Landis Development, LLC | Kenneth Jones | ( 510 ) 868-2865 | 1814 Franklin Street, Suite 100-240 | OAKLAND | CA | kjones@landisdevelopment.com |
| Larson Automation, Inc. | Wayne Larson | ( 510 ) 656-4100 | 48511 Warm Springs Blvd #209 | FREMONT | CA | Wayne@LarsonAutomation.com |
| Laurelton Research | Silver Elana | ( 510 ) 759-6794 | 11200 Sun Valley Drive | OAKLAND | CA | elana@laureltonresearch.com |
| Law Offices of Amy Oppenheimer | Amy Oppenheimer | ( 510 ) 393-4212 | 878 Spruce Street | BERKELEY | CA | amy@amyopp.com |
| Law Offices of Paul Garrison | Paul Garrison | ( 510 ) 384-6469 | 1300 Clay Street, Suite 600 | OAKLAND | CA | paulgarrison@paulgarrisonesq.com |
| Leapfrog Consulting | Kayla Kirsch | ( 510 ) 482-4049 | 4118 Lyman Road | OAKLAND | CA | kayla@leapfrogconsulting.org |
| Leary Staffing Group | Julia Leary | ( 925 ) 243-1023 | 6243 Indigo Common | LIVERMORE | CA | jleary@learystaffing.com |
| Lee L Davis and Associates | Lee Davis | ( 510 ) 390-6372 | 1999 Harrison Street, Suite 1854 | OAKLAND | CA | leedavis222@aol.com |
| Linda Yim Consulting Services | Linda Yim | ( 510 ) 334-4662 | 40 The Crescent | BERKELEY | CA | lyim\_consulting@yahoo.com |
| LMT CONSULTING, INC. | GRACE UWADIALE | ( 925 ) 325-8979 | 303 Hegenberger Rd, Suite 308 | OAKLAND | CA | graceu@lmtconsult.com |
| LMY Associates | Latricia Cosby | ( 510 ) 582-5818 | 2298 D Street | HAYWARD | CA | latricia.cosby@octagonrs.com |
| Logistics | Eathan Lemoine | ( 510 ) 441-6000 | 30805 Santana St | HAYWARD | CA |  |
| Lorenza Hall Consulting | Lorenza Hall | ( 510 ) 652-1628 | 914 Stanford Avenue | OAKLAND | CA | lorenza.hall@sbcglobal.net |
| Lori Zook Consulting | Lori Zook | ( 510 ) 827-7440 | 1170 63rd Street | OAKLAND | CA | lorizook@comcast.net |
| Louis Libert | Louis Libert | ( 510 ) 452-4004 | 199 Montecito Ave. Apt. 306 | OAKLAND | CA | loumlibert@earthlink.net |
| Lovitt & Associates | DaBora Lovitt | ( 510 ) 264-0949 | 24505 Diamond Ridge Drive | HAYWARD | CA | dlovitt09@aol.com |
| Lowe Consulting Group Inc | Andrea Lowe | ( 510 ) 986-1100 | 675 Hegenberger Road, Suite 228 | OAKLAND | CA | alowe@lowecg.com |
| Lowe Consulting Group Inc | Andrea Lowe | ( 510 ) 986-1100 | 675 Hegenberger Road, Suite 228 | OAKLAND | CA | alowe@lowecg.com |
| Luella Penserga | Luella Penserga | ( 510 ) 917-0836 | 3666 Patterson Ave. | OAKLAND | CA | luella@pensergaconsulting.com |
| Luster National, Inc. | Isabelle Church | ( 661 ) 869-0157 | 212 9th Street, Suite 309 | OAKLAND | CA | ichurch@luster.com |
| Lynn Kearny, Performance Const | Lynn Kearny, CPT | ( 510 ) 553-1875 | 7623 Outlook Ave. | OAKLAND | CA | lkearny@sprintmail.com |
| Lyons-Newman Consulting | Belinda Lyons-Newman | ( 510 ) 280-5634 | 462 Vincente Avenue | BERKELEY | CA | belinda@lyonsnewman.com |
| MacDonald-Bedford LLC | J. Zachary Bedford | ( 510 ) 521-4020 | 2900 Main Street, Suite 200 | ALAMEDA | CA | zbedford@macdonaldbedford.com |
| Macks Craic, Inc. DBA Mack5 | Eve Nelson | ( 510 ) 595-3020 | 1900 Powell Street, Suite 470 | EMERYVILLE | CA | enelson@mack5.com |
| Madwyck | Lynne Madera | ( 510 ) 919-2026 | 2251 Harbor Bay Parkway | ALAMEDA | CA | lynne.m@madwyck.com |
| Mady Shumofsky | Mady Shumofsky | ( 510 ) 531-8200 | 3519 Libby Court | OAKLAND | CA | madyshum@earthlink.net |
| Magdave Associates Inc | David Edu | ( 510 ) 633-7998 | 303 Hegenberger Road, Suite 211 | OAKLAND | CA | magdaveassoc@yahoo.com |
| Make Green Go | La Wanda Knox | ( 510 ) 629-9249 | 240 3rd Street Suite 2A | OAKLAND | CA | info@makegreengo.com |
| Management Action Programs | Michael Pezel | ( 925 ) 847-9191 | 5820 Stoneridge Mall Rd # 100 | PLEASANTON | CA | mspezel@mapconsulting.com |
| Management Recruiters | Michael Machi | ( 925 ) 462-8579 | 4133 Mohr Ave., Suite E | PLEASANTON | CA | mmachi@mricareers.com |
| Marketing, Management & Health | Chiquita Tuttle | ( 510 ) 867-7177 | 6732 Simson Street | OAKLAND | CA | Bananactt@comcast.net |
| Martin Paley | Martin Paley | ( 510 ) 704-4467 | 516 Cragmont Ave | BERKELEY | CA | m.paley@sbcglobal.net |
| Mary Anne Morgan Consulting | Mary Anne Morgan | ( 510 ) 520-9584 | 1601 Blake Street | BERKELEY | CA | mamorgan44@yahoo.com |
| Mason Tillman Associated Ltd | Eleanor Ramsey | ( 510 ) 835-9012 | 1999 Harrison Street, Suite 2000 | OAKLAND | CA | eramsey@mtaltd.com |
| MatchPoint Solutions | Mike Turk | ( 925 ) 218-7500 | 6690 Amador Plaza Road, Ste. 225 | DUBLIN | CA | mturk@matchps.com |
| Material and Contract Services Inc | Dan Plute | ( 925 ) 460-0397 | 5820 Stoneridge Mall Rd., Suite 217 | PLEASANTON | CA | dplute@macservices.us |
| Maxut, Inc. | Martin Ajayi-Obe | ( 510 ) 834-4773 | 77 8th Street, #100 | OAKLAND | CA | martinao@maxut.com |
| McGrew & Associates | Teron McGrew | ( 510 ) 761-4653 | 5845 RACINE ST | OAKLAND | CA | mcgrewassociatestm@gmail.com |
| MDV Business Services | Marilyn Varnado, PMP, SCPM | ( 510 ) 562-1521 | 34 Oak Hill Circle | OAKLAND | CA | varnadoca@aol.com |
| MED STAFFING LLC | ERIN PARSONS | ( 510 ) 795-0114 | 39039 PASEO PADRE PRKWY #208 | FREMONT | CA | INFO@MEDSTAFFINGLLC.COM |
| Mediation Law Offices of Claudia M. Viera | Claudia Viera | ( 510 ) 393-7117 | 1618 St Charles Street | ALAMEDA | CA | info@vieramediation.com |
| Melanie Marie Tervalon, MD, MPH Consulting | Melanie Tervalon | ( 510 ) 219-3115 | 2620 Cole Street | OAKLAND | CA | mtervalon@att.net |
| MESA Coaching | Kim Fowler | ( 510 ) 534-5160 | 2942 Rawson Street | OAKLAND | CA | kimfowl@gmail.com |
| Mesu Strategies LLC | Jme McLean | ( 510 ) 995-6378 | 428 Wayne Avenue | OAKLAND | CA | accounts@mesustrategies.com |
| MetroServ Communications | Cyrus Razavi | ( 415 ) 218-9521 | 3932 Vierra St. | PLEASANTON | CA | crazavi@metroserv.net |
| MGH Consulting LLC | Maria Hernandez | ( 510 ) 763-1187 | 405 14th Street | OAKLAND | CA | maria\_h@mghconsulting.com |
| Michael O'Callaghan | MICHAEL O'CALLAGHAN | ( 925 ) 462-3785 | 125 W. NEAL ST. SUITE C | PLEASANTON | CA | MOCALLAGHAN@MCTDEVCON.COM |
| Michelle LeBeau Consulting | Michelle LeBeau | ( 510 ) 644-2798 | 2612b 8th Street | BERKELEY | CA | michelle@lebeauconsulting.com |
| Millennium CM Group Inc. | Abimbola Ariwoola | ( 510 ) 690-4640 | 1300 Clay Street, Suite 600 | OAKLAND | CA | millenniumcmg@gmail.com |
| Millennium Franchise Group LLC dba Hacking Solutions | Tony Beaman | ( 510 ) 454-9955 | 3316 Laguna Way | OAKLAND | CA | tbeaman@hackingsolutions.com |
| Miriam Abrams | Miriam Abrams | ( 510 ) 788-5788 | 654 65th Street | OAKLAND | CA | miriam@miriamabrams.com |
| Mobley & Associates Consulting | Antoinette Mobley | ( 415 ) 375-1791 | 306 Park St. | SAN LEANDRO | CA | mobleyandassociates@yahoo.com |
| Monster IT | Ron Hart | ( 510 ) 709-5515 | 37600 Central Court, Suite 260 | NEWARK | CA | ron.hart@monsterit.com |
| Montez Group, Inc. | Oscar Zavaleta | ( 415 ) 430-5029 | 3988 Lyman Road | OAKLAND | CA | ozavaleta@montezgroup.com |
| Moore Iacofano Goltsman, Inc | Mindy Craig | ( 510 ) 845-7549 | 800 Hearst Avenue | BERKELEY | CA | mindyc@migcom.com |
| Mosaic Urban Development LLC | Linbin Shiao | ( 510 ) 808-7928 | 287 17th Street, Suite 208 | OAKLAND | CA | lshiao@mosaicurban.org |
| MR. SAFETY | Edward Foust | ( 925 ) 640-5442 | 4039 Stanford Way | LIVERMORE | CA | mrsafety42@sbcglobal.net |
| Natural Logic, Inc. | Gil Friend | ( 510 ) 248-4940 | PO Box 119 | BERKELEY | CA | office@natlogic.com |
| Natural Resources Management | patricia berryhill | ( 510 ) 548-5190 | 4266 Halleck Street | EMERYVILLE | CA | pberry22@pacbell.net |
| NBA Engineering Inc. | Natalie Alavi | ( 510 ) 444-2932 | 11 Embarcadero West, Suite 210 | OAKLAND | CA | natalie@nbaeng.com |
| Nectar Consulting Inc | Michele Molitor | ( 510 ) 731-8725 | 1399 Highland Blvd. | HAYWARD | CA | michele@nectarconsulting.com |
| Nelson\Nygaard Consulting Associates, Inc, | Corbin Randolph | ( 415 ) 281-6978 | 1629 Telegraph Ave Suite 400 | OAKLAND | CA | crandolph@nelsonnygaard.com |
| Nika N Quirk Leadership Coach | Nika Quirk | ( 510 ) 381-5350 | 3922 Maybelle Avenue | OAKLAND | CA | nikaquirk@mac.com |
| No Drugs Incorporated | Amanda Schlim | ( 800 ) 490-3784 | 3225 Seldon Ct | FREMONT | CA | jmschlim@nodrugs.net |
| Nolli Silva Riordan MD Inc | Nolli Riordan | ( 510 ) 610-1401 | 2708 Calhoun Street | ALAMEDA | CA | NOLLIMD@GMAIL.COM |
| Novos Consulting LLC | Frieda Edgette | ( 510 ) 842-5540 | 4461 View Place | OAKLAND | CA | edgette@novosconsulting.com |
| Oakland Consulting Group, Inc. | Angela Weh | ( 510 ) 251-1401 | 1611 Telegraph Ave. #112 | SAN LEANDRO | CA | ayeh@ocg-inc.com |
| Oakland Digital Arts and Literacy Center Inc | Shaun Tai | ( 510 ) 435-2945 | 95 Washington Street | OAKLAND | CA | shaun@odalc.org |
| Oceanview Consulting | Steven Schultz | ( 510 ) 528-1525 | 827 Curtis Street | ALBANY | CA | oceanviewconsult@sbcglobal.net |
| Omega Solutions in Healthcare | Bob Patterson | ( 805 ) 498-9088 | 1050 Marina Village Parkway #203 | ALAMEDA | CA | bobp@omegaergonomics.com |
| OMKAR SOLUTIONS INC | PRASHANT JHANWAR | ( 925 ) 922-3086 | 4067 W. LAS POSITAS BLVD. | PLEASANTON | CA | prashant@omksolutions.com |
| On-Target | Susan Koenig | ( 510 ) 337-1396 | 642 Centre Court | ALAMEDA | CA | srkoenig@aol.com |
| Opal Quality Systems Management | Deirdre Mercedes | ( 510 ) 895-5532 | 1734 Martin Luther King Jr. Way | OAKLAND | CA | mercedes@opalqsm.com |
| Optimas Services, Inc. | Patrick Sutton | ( 510 ) 239-4390 | 1151 Harbor Bay Parkway, Suite 124-B | ALAMEDA | CA | psutton@optimasservices.com |
| Organizational Diplomacy | Roberta Streimer | ( 510 ) 482-8559 | 3495 Robinson Drive | OAKLAND | CA | orgdiplomacy@earthlink.net |
| OSTA Associates | Kathleen Osta | ( 510 ) 484-4021 | 3858 Balfour Avenue | OAKLAND | CA | kathleen@osta-associates.com |
| Outsource Consulting Services Inc | Sandra Floyd | ( 510 ) 986-0686 | 505 14th Street, Suite 900, Office No. 928 | OAKLAND | CA | sandra@osource.com |
| Oxley Health Consulting | David Proudman | ( 510 ) 816-2715 | 986 44th St | OAKLAND | CA | david\_proudman@berkeley.edu |
| PARTNERS IN CHANGE | KIMBERLY WELTY | ( 510 ) 597-1020 | 4231 TERRACE ST. | OAKLAND | CA | KIM@PARTNERSINCHANGE.NET |
| PASSA Limited LLC | Delois Faye Jenkins-Bellow | ( 877 ) 957-2772 | 5034 Abbotford Court | NEWARK | CA | passapro2@gmail.com |
| Pathways Consultants | Amanda Gerrie | ( 510 ) 325-6959 | 2443 Wilbur Street | OAKLAND | CA | amanda@pathwaysconsultants.com |
| Patricia Shane | Patricia Shane | ( 510 ) 339-3033 | 7287 Saroni Dr. | OAKLAND | CA | shanepa@gmail.com |
| Patricia Shane | Patricia Shane | ( 510 ) 339-3033 | 7287 Saroni Dr. | OAKLAND | CA | shanepa@gmail.com |
| Peer Review Solutions Inc | Coyness Ennix | ( 510 ) 459-3547 | 101 Sea View Ave | PIEDMONT | CA | cennixmd@peerreviewsolutions.com |
| PeopleCare Medical Group, PC | Steven Gest | ( 510 ) 653-5200 | 6001 Shellmound Street, Suite 115 | EMERYVILLE | CA | dr@emeryvilleoccmed.com |
| Perkowski & Co. LLC | Mary Anne Perkowski | ( 510 ) 301-1790 | 670 Vernon St. #105 | OAKLAND | CA | map\_ski@yahoo.com |
| Personal Diversity Appreciatio | John Spafford | ( 510 ) 865-2540 | 110 Stanbridge Ln | ALAMEDA | CA | JTSpafford@aol.com |
| PGA Design Inc | Catherine Garrett | ( 510 ) 465-1284 | 444 17th Street | OAKLAND | CA | Garrett@pgadesign.com |
| Phone Works | Sally Duby | ( 510 ) 749-9073 | 883 Island Dr # 200a | ALAMEDA | CA | sduby@phoneworks.com |
| Piedmont Consulting Group, LLC | Austin Brewin | ( 510 ) 486-1211 | 1355 Queens Road | BERKELEY | CA | Austin@PCGmedical.com |
| Pinetree Ridge | Beth Tripp | ( 510 ) 838-8888 | 10701 Cull Canyon Road | CASTRO VALLEY | CA | beth@pinetreeridge.net |
| PK Consultants Inc | Barbara Price | ( 510 ) 263-9399 | 2027-A Clement Avenue | ALAMEDA | CA | barbara@pkconsultants.com |
| PlanetMagpie | Doreyne Douglas | ( 408 ) 341-8770 | 2762 Bayview Drive | FREMONT | CA | doreyne.douglas@planetmagpie.com |
| Poder Solutions, LLC | Michael Rubio | ( 510 ) 682-6711 | 1370 3rd Street #102 | ALAMEDA | CA | mike@podersolutions.com |
| Policy Innovation Works | George White | ( 510 ) 839-7132 | 1442 Broadway, Suite 800 | OAKLAND | CA | gwhite@4piw.com |
| Polk Communications | John Polk | ( 510 ) 835-1445 | 1626 Martin Luther King Jr. Way | OAKLAND | CA | jpolk@polkcomm.com |
| Precise Aim Consulting | Tara Bedeau, Esq. | ( 510 ) 836-7724 | 3124 Birdsall Avenue | OAKLAND | CA | resource@preciseaimconsulting.com |
| Process By Design | Andrew Shaper | ( 925 ) 461-9201 | 386 Division Street | PLEASANTON | CA | aeshaper@aol.com |
| Procomm Marketing Inc | Ronald Seitz | ( 510 ) 383-9191 | 1933 Davis St., Suite 214 | SAN LEANDRO | CA | ron@pmnorcal.com |
| Procurement Services Associate | Dan Plute | ( 925 ) 460-0697 | 5820 Stoneridge Mall Rd. | PLEASANTON | CA | dplute@macservices.us |
| Product Improvement Labs | Roy Morgan | ( 510 ) 282-0071 | 401 Channing | ALAMEDA | CA | rmorgan@pil-engineering.com |
| Progressive Research & Train | Brenda J. Crawford | ( 510 ) 444-6288 | 360 22nd St., Suite 688 | OAKLAND | CA | bcrawford@prtaonline.org |
| Project Management and Consulting, LLC | Bryan Rock | ( 800 ) 971-3194 | 1901 Harrison Street, Suite 1100 | OAKLAND | CA | brock@pmcva.com |
| Protelica Incorporated | Harry Chen | ( 510 ) 881-1805 | 22748 Marolyn Court | HAYWARD | CA | info@protelica.com |
| Public Consulting Group, Inc. | William Mosakowski | ( 510 ) 444-0400 | 180 Grand Avenue, Suite 995 | OAKLAND | CA | wmosakowski@pcgus.com |
| Public Pension Professionals | Ira Summer | ( 510 ) 652-8420 | 121 MacKinnon Place | OAKLAND | CA | irasummer@pensioncube.com |
| Public Profit LLC | Corey Newhouse | ( 510 ) 835-1669 | 1212 Broadway, Suite 501 | OAKLAND | CA | corey@publicprofit.net |
| Public Resources Advisory Group Inc | Joycelyn Mortensen | ( 510 ) 339-3212 | 1999 Harrison Street, Suite 1800, Office No. 33 | OAKLAND | CA | jmortensen@pragadvisors.com |
| Purple Lynx Inc | Karen Auguste | ( 510 ) 251-8800 | 300 Frank Ogawa Plaza, #175 | OAKLAND | CA | karen@purplelynx.com |
| Pyramid Business Systems Inc | James Kennedy | ( 510 ) 832-1137 | 1626 Martin Luther King Jr Way | OAKLAND | CA | pyramidbsi@gmail.com |
| Quantum Energy Services & Technologies Inc | Derrick Rebello | ( 510 ) 540-7200 | 1330 Broadway, Suite 302 | OAKLAND | CA | drebello@quest-world.com |
| Rachel Metz Consulting | Rachel Metz | ( 510 ) 393-4110 | 1304 Ordway Street | BERKELEY | CA | rachelametz@gmail.com |
| Raimi & Associates Inc | Matt Raimi | ( 510 ) 200-0520 | 2000 Hearst Ave, #400 | BERKELEY | CA | matt@raimiassociates.com |
| Ramos Consulting Services | Josefina Ramos | ( 510 ) 435-2022 | 4349 Rilea Way #C | OAKLAND | CA | josier@ramosconsultingservices.com |
| Ratcliff Consultants Inc. | Walter Ratcliff | ( 510 ) 658-0583 | 6016 Romany Rd | OAKLAND | CA | wwratcliff@earthlink.net |
| Re:code Solutions LLC | Adhi Sivathanu | ( 510 ) 259-8991 | 7836 Kelly Canyon Pl | DUBLIN | CA | adhi@recodesolutions.com |
| Rebecca Aced-Molina | Rebecca Aced-Molina | ( 510 ) 995-8273 | 853 Oak Street | ALAMEDA | CA | acedmolina@gmail.com |
| Record Preservation & Managemt | Alexandra McIntyre | ( 510 ) 436-7888 | 414 Lesser St. | OAKLAND | CA | alex@rpmco.biz |
| Records Systems Associates | Bruce Meier | ( 510 ) 530-6033 | 4638 Park Boulevard | OAKLAND | CA |  |
| RECYCLING UNLIMITED INTERNATIONAL | HUMBERTO VALDEZ | ( 510 ) 759-0358 | 34864 MISSION BLVD. | UNION CITY | CA | vsndr8@yahoo.com |
| Redwood Resources Consultancy | Schenae Rourk | ( 510 ) 516-0349 | 7901 Oakport St., Ste 4900 | OAKLAND | CA | outreach@redwoodresources.net |
| Regents of the University of C | Larry Lobre | ( 530 ) 757-8643 | 1111 Franklin Street | OAKLAND | CA | llobre@unexmail.ucdavis.edu |
| Regional Technical Training Center | Bernard Ashcraft | ( 510 ) 568-6302 | 8517 Earhart Road | OAKLAND | CA | rttcjobs@aol.com |
| Regroup Performance Consulting | Paul Williams | ( 415 ) 860-9606 | 6401 Shellmound Street | EMERYVILLE | CA | pawsf4@yahoo.com |
| Renne Sloan Holtzman Sakai LLP | Charles Sakai | ( 510 ) 995-5800 | 1654-A Solano Avenue | ALBANY | CA | csakai@publiclawgroup.com |
| Resource Development Associate Inc | Patricia Bennett | ( 510 ) 488-4345 | 2333 Harrison Street | OAKLAND | CA | pbennett@resourcedevelopment.net |
| Return to Work Services LLC | Ana Recinos | ( 510 ) 336-1203 | 3339 Herrier Street | OAKLAND | CA | arrecinos@comcast.net |
| Richard Speiglman | Richard Speiglman | ( 510 ) 654-7148 | 4146 Opal Street | OAKLAND | CA | rspeiglman@sbcglobal.net |
| RINA Accountancy Corporation | Timothy M Tikalsky | ( 510 ) 893-6908 | 180 Grand Ave., Suite 200 | OAKLAND | CA | ttikalsky@rina.com |
| RJ Walker Computer Consulting | Rory Walker | ( 510 ) 860-6217 | 27015 Underwood Ave | HAYWARD | CA | rjw@rjwalker.net |
| Robert Knoll Enterprises, Inc. | Robert V. Knoll | ( 510 ) 614-2036 | 704 Juana Ave. | SAN LEANDRO | CA | bknoll@knollenterprises.net |
| Roots Community Health Center | Noha Aboelata | ( 510 ) 777-1177 | 9925 International Blvd, Ste 5 | OAKLAND | CA | Drnoha@rootsclinic.org |
| RRCS Inc. | Susan Acquisto | ( 925 ) 469-0470 | 5700 Stoneridge Mall Rd #350 | PLEASANTON | CA | sacquisto@rrcsinc.com |
| RS Computer Associates LLC | Rakesh Shah | ( 510 ) 795-7222 | 3875 Hopyard Rd., Ste 170 | PLEASANTON | CA | rmshah@rscompass.com |
| RSPEED, Inc. | Todd Beakey | ( 925 ) 803-4690 | 7020 Koll Center Parkway, Suite 142 | PLEASANTON | CA | tbeakey@rspeedinc.com |
| Rubain & Associates | Marlene Rubain | ( 510 ) 601-7167 | 570 58th Street, Suite J | OAKLAND | CA | ruz2@aol.com |
| Ryals & Associates Inc | Iris Brody Lopez | ( 510 ) 839-5100 | 410 12th Street, Suite 325 | OAKLAND | CA | ibl@ryalsjobs.com |
| SAFETY IN MOTION | Elizabeth Fordyce | ( 510 ) 708-0607 | 4454 Anderson Ave. | OAKLAND | CA | elizabethfordyce@sbcglobal.net |
| Sakhiye, Inc. | Netra Desai | ( 510 ) 573-3163 | 37908 Bright Common | FREMONT | CA | netradesai3@gmail.com |
| San Francisco Estuary Inst. | Irene Poche | ( 510 ) 746-7334 | 7770 Pardee Lane, 2nd floor | OAKLAND | CA | Irene@sfei.org |
| Sand Dollar Group, LLC | Paul Wright | ( 510 ) 229-9381 | 10610 Sheldon Street | OAKLAND | CA | paul@sanddollargroup.com |
| Sankofa Solutions Inc | WILHELMINA PARKER | ( 510 ) 698-6251 | 3898 Delmont Avenue | OAKLAND | CA | ESIPARKER@SANKOFAINC.NET |
| Sarah Cohen & Associates | Sarah Cohen | ( 510 ) 220-3391 | 1057 Macarthur Blvd, Suite 208 | SAN LEANDRO | CA | sarah-cohen@sbcglobal.net |
| Schacht & Associates | Jennie Schacht | ( 510 ) 654-0545 | 5598 Taft Ave | OAKLAND | CA | js@schachtandassociates.com |
| SeaJay Environmental LLC | Carliane Johnson | ( 415 ) 484-6985 | 35 Embarcadero Cove | OAKLAND | CA | carliane@seajayenv.com |
| Security U.S.A., Inc | Timothy Weldon | ( 510 ) 839-2727 | 3560 GRAND AVENUE | OAKLAND | CA | timweldon@aol.com |
| Selectacare Limited | Idrish Vohra | ( 510 ) 264-0200 | 26046 Eden Landing Rd. Suite 3 | HAYWARD | CA | selectacare@hotmail.com |
| Sequoia Foundation | John Petterson | ( 510 ) 704-8628 | 800 Hearst Avenue | BERKELEY | CA | john@sequoiafoundation.org |
| Seven Generations Consulting | B. L. Cole | ( 510 ) 530-2448 | 3746 39th Ave | OAKLAND | CA | cole@seven-generations.org |
| SGR Health Ltd DBA Avisa Group | Suzanne Gelber Rinaldo | ( 510 ) 558-3447 | 1117 Euclid Avenue | BERKELEY | CA | sgelber@avisagroup.com |
| Shannon Smith-Bernardin | Shannon Smith-Bernardin | ( 510 ) 374-4274 | 5515 Marshall Street | OAKLAND | CA | drshantastic@gmail.com |
| Shared Vision Consultants Inc | Stacie Buchanan | ( 510 ) 219-2647 | 8054 Via Zapata | DUBLIN | CA | stacie@sharedvisionconsultants.com |
| Sheilani Alix | Sheilani Alix | ( 415 ) 971-1541 | 1700 Shattuck Ave, #241 | BERKELEY | CA | sheilanialix@gmail.com |
| Shelia Young | Shelia Young-Loughran | ( 510 ) 507-3041 | 14751 Pansy Street | SAN LEANDRO | CA | mayoryoung@yahoo.com |
| SHM Consulting | Stacey Murphy | ( 510 ) 295-9790 | 766 Alcatraz Avenue | OAKLAND | CA | Stacey@shmconsulting.org |
| Sigmaways Inc | Prakash Sadasivam | ( 510 ) 713-7800 | 39737 Pase Padre Parkway | FREMONT | CA | prakash@sigmaways.com |
| Signature Solutions Corporate Results LLC | Elnora Webb | ( 510 ) 901-1452 | 1200 Lakeshore Ave, 8A | OAKLAND | CA | elnoratena@signaturesolutionscr.com |
| Silicon Tech Solutions Inc | Sonia Sebastian | ( 510 ) 509-9241 | 46921 Warm Springs Blvd, Suite 201A | FREMONT | CA | sonia@silicontechsolutions.com |
| Silicon Valley Consulting Group | Jaideep Sharma | ( 510 ) 673-4263 | 2858 Sable Oaks Way | DUBLIN | CA | jsharma@svcgcorp.com |
| Silver & Black Telecom | Kevin Shue | ( 510 ) 279-9411 | 41353 Kathlean St. | FREMONT | CA | kevin@silverandblacktelecom.com |
| Silver Community Development Solutions | Jed Silver | ( 510 ) 387-9249 | 184 Santa Rosa Ave, Apt B | OAKLAND | CA | jsilver@silvercds.com |
| Sixth Dimension, LLC | Mani Subramanian | ( 510 ) 715-6536 | 7600 Dublin Blvd, Suite 280 | DUBLIN | CA | teri.cruz@sixthdimensionpm.com |
| SKS Consulting | Stacey Smith | ( 510 ) 530-6994 | 3817 Randolph Avenue | OAKLAND | CA | stacey@sksconsulting.net |
| Smart Ways to Work | Odette Pollar | ( 510 ) 763-8482 | 1700 Broadway, 6th Floor | OAKLAND | CA | odette@smartwaystowork.com |
| SMW Risk Management Consulting LLC | Soraya Wright | ( 510 ) 499-3886 | 3656 La Mesa Drive | HAYWARD | CA | soraya.wright@smwrisk.com |
| SOTIRI | Sotirios Zografos | ( 415 ) 215-6113 | 2475-B West 12th Street, Suite B | OAKLAND | CA | szografos@gmail.com |
| SOURCECORP Business Process | Doug Giovanni | ( 510 ) 343-2100 | 7955 Edgewater | OAKLAND | CA | douggiovanni@srcp.com |
| Sports Management Group | Lauren Jensen | ( 510 ) 849-3090 | 918 Parker St., Ste A13 | BERKELEY | CA | nancy@sportsmgmt.com |
| SpottCheck Consulting & Inspection Services | Susan Spott | ( 510 ) 516-1452 | 4042 Maple Avenue | OAKLAND | CA | susan@spottcheck.com |
| Stacey Daraio | Stacey Daraio | ( 510 ) 655-5272 | 671 63rd Street | OAKLAND | CA | stacedaraio@gmail.com |
| Stack Solutions Inc | Joel Baldus | ( 925 ) 484-1801 | 555 Peters Ave, Suite 100 | PLEASANTON | CA | jbaldus@stacksolutions.com |
| Stallman Communications | Jane Stallman | ( 510 ) 532-6595 | 3129 Madera Avenue | OAKLAND | CA | jlstallman@aol.com |
| Stanley R Hoffman Assoc | Marcine Osborn | ( 510 ) 522-1129 | 20 Hampton Ct | ALAMEDA | CA | marcine@stanleyrhoffman.com |
| Starzz Management Services | Joe Thompkins | ( 510 ) 632-5533 | 528 Stonehaven Court | HAYWARD | CA | jtops@starzzmanagement.com |
| Stealth Network Communications | Cheryl Gomez | ( 925 ) 846-7018 | 6900 Koll Center Parkway, Suite 413 | PLEASANTON | CA | cgomez@stealthnetwork.com |
| Stegeman and Kastner, Inc. | Donald Eichelberger | ( 925 ) 463-3700 | 4733 Chabot Drive, Suite 105 | PLEASANTON | CA | deichelberger@s-and-k.com |
| Sterling Health Services Inc | Duarte Batista | ( 800 ) 617-4729 | 1000 Broadway, Suite 250 | OAKLAND | 94607- | duarte.batista@sterlingadministration.com |
| Stockton Associates | Gloria Stockton | ( 510 ) 528-4440 | 1551 Solano Ave Suite A | BERKELEY | CA | info@stocktonassociates.com |
| Strategen Consulting LLC | Randy Fish | ( 510 ) 665-7811 | 2150 Allston Way, STE 210 | BERKELEY | CA | rfish@strategen.com |
| Strategic Cities | Diana Sherman | ( 510 ) 761-6170 | 215 29th Street | OAKLAND | CA | diana@strategiccities.org |
| Strategic Implementation Inc dba S2i Consulting | Stefani Komaru | ( 510 ) 748-0571 | 1500 Central Avenue | ALAMEDA | CA | stefani@s2i-consulting.com |
| Strategy Driver Inc | Ellen Cross | ( 510 ) 316-9657 | 7015 Elverton Drive | OAKLAND | CA | crosse@strategydriver.com |
| Streams of Living Water | Cheryl Elliott | ( 510 ) 632-9586 | 4080 Fairway Avenue | OAKLAND | CA | drcdelliott@comcast.net |
| Stringer Business Systems, Inc | Paul Campana | ( 510 ) 670-9919 | 20980 Cabot Blvd | HAYWARD | CA | pcampana@stringerbusiness.com |
| Stuart Pivnick, Ph. D. Consult | Stuart Pivnick | ( 510 ) 465-0323 | P. O. Box 11639 | OAKLAND | CA | spivnick@sbcglobal.net |
| Summit CM Inc DBA Summit Associates | Ken Rice | ( 510 ) 614-1044 | 411 Pendleton Way, Suite A | OAKLAND | CA | ken.rice@summitcm.com |
| Susan Forster | Susan Forster | ( 510 ) 653-5119 | 63 Sheridan Road | OAKLAND | CA | susan@workplacewisdom.net |
| Sustainable Economic Solutions | Craig Fiels | ( 510 ) 922-8797 | 4605 Park Blvd | OAKLAND | CA | Craig@SustainableEconomicSolutions.com |
| Swardenski Consulting | Annamaria Swardenski | ( 510 ) 505-9556 | 4344 Norris Road | FREMONT | CA | arswardenski@gmail.com |
| Sweetwine Consultant Services | Patricia Sweetwine | ( 510 ) 326-3476 | 710 E. 22nd St., Suite 101 | OAKLAND | CA | patriciasweetwine@comcast.net |
| Swinerton Management & Consulting | Myrna Wagner | ( 415 ) 984-1253 | One Kaiser Plaza, Suite 701 | OAKLAND | CA | mwagner@swinerton.com |
| Synergy Bussiness Innovation & Solutions, Inc. | Sarkar Samidip | ( 703 ) 861-0368 | 39899 Balentine Drive, Suite 200 | NEWARK | CA | contracts@synergybis.com |
| Synergy Source Corp. | Polly So | ( 510 ) 483-5863 | 14895 E 14th St # 210 | SAN LEANDRO | CA | pollyso@synergysource.com |
| Synertopia | Michael Horne | ( 925 ) 485-5425 | 3068 Boardwalk Street | PLEASANTON | CA | mike@synertopia.com |
| Tanya R. Meyers, Attorney | Tanya Meyers | ( 510 ) 690-0831 | 28857 Bay Heights Road | HAYWARD | CA | tmeyers@tanyameyerslaw.com |
| Team Resource Coaching | Kathryn Kemp | ( 510 ) 599-1101 | 200 Caldecott Lane #307 | OAKLAND | CA | kathryn@kathrynkemp.com |
| TechScribecom LLC DBA TechScribe Communications | Pam May | ( 510 ) 891-1981 | 4096 Piedmont Ave, Ste 302 | OAKLAND | CA | pam@sustainablecopywriter.com |
| Teladata, LLC | Gregory Bell | ( 510 ) 979-1200 | 44061 Old Warm Springs Blvd. | FREMONT | CA | gbell@teladata.com |
| Teng & Smith Inc | Shiree Teng | ( 510 ) 532-1799 | 2483 Cordova Street | OAKLAND | CA | shireeteng@earthlink.net |
| Terry R Margerum | Terry Margerum | ( 510 ) 326-5132 | 990 Euclid Ave | BERKELEY | CA | terry.margerum@gmail.com |
| Terry Roberts Consulting, Inc. | Terry Roberts | ( 415 ) 999-5700 | 845 Grizzly Peak Blvd | BERKELEY | CA | eterryr@msn.com |
| Test - Terry | Terry Lau | ( 510 ) 272-6575 | 1221 Oak Street | OAKLAND | CA | terry.lau@acgov.org |
| The Allen Group LLC | Dwayne Hannah | ( 510 ) 658-8750 | 5640 Martin Luther King Jr. Way | OAKLAND | CA | dwayne@the-allen-group.com |
| The Banks Group | Priscilla Banks | ( 510 ) 461-1268 | 26696 Chiplay Avenue | HAYWARD | CA | pjbanks@thebanksgroup.net |
| The Bridging Group LLC | Katie Kramer | ( 510 ) 499-6730 | 4096 Piedmont Ave, Suite 710 | OAKLAND | CA | katie@thebridginggroup.com |
| The Cascadia Consulting Group, Inc. | Julie Bryant | ( 510 ) 838-7012 | 315 Washington Street | OAKLAND | CA | julieb@cascadiaconsulting.com |
| The Gimper Group | Cris Bryant-McDonald | ( 510 ) 530-7285 | 4235 Knoll Avenue | OAKLAND | CA | gimpergroup@prodigy.net |
| The KDI Group, Inc. | Kenneth DeCarlo | ( 510 ) 333-6521 | 1392 E 31st Street | OAKLAND | CA | ken@kdigrp.com |
| The Labor Compliance Managers | Lin Robertson | ( 408 ) 516-7238 | 338 CALLAN AVENUE #7 | SAN LEANDRO | CA | lin.tlcm@gmail.com |
| The Resources Company | Davis Schwartz | ( 510 ) 835-4414 | 405 14th Street, Suite 500 | OAKLAND | CA | cpidave@attglobal.net |
| The Unity Council | Maurilio Leon | ( 510 ) 535-6900 | 1900 Fruitvale Ave, Suite 2A | OAKLAND | 94601- | mleon@unitycouncil.org |
| The Zahn Group, Inc. | Elyce Zahn | ( 925 ) 479-9778 | 11846 Dublin Blvd. | DUBLIN | CA | elycezahn@aol.com |
| Theresa M Ramirez | Theresa Ramirez | ( 510 ) 604-3670 | 5808 Morse Drive | OAKLAND | CA | tmmrami@gmail.com |
| Theresa Nelson & Associates | Theresa Nelson | ( 510 ) 420-0539 | 446 Hudson Street | OAKLAND | CA | theresa@theresanelson.com |
| Tiburon Inc | Jennifer Todd | ( 510 ) 792-2108 | 39350 Civic Center Dr # 280 | FREMONT | CA | jetodd@tibinc.com |
| Toeroek Associates Inc | Mariana Tocheva | ( 510 ) 899-4560 | 2150 Kittredge Street, Suite 200 | BERKELEY | CA | mtocheva@toeroek.com |
| Tomorrow Partners LLC | Gaby Brink | ( 510 ) 644-2332 | 2332 5th Street | BERKELEY | CA | gbrink@tomorrowpartners.com |
| Tonma | Bendu Griffin | ( 510 ) 395-6143 | 8055 Collins Drive, Suite 207 | OAKLAND | CA | bgriffin@tonma.us |
| Total Quality Risk Management | Michael Chan | ( 510 ) 888-1753 | 7640 Greenville Place | CASTRO VALLEY | CA | mchan710@hotmail.com |
| Totally Doable, LLC | Tom Holub | ( 510 ) 957-8225 | 191 40th Street Way | OAKLAND | CA | tom@totallydoable.com |
| TPTS Inc | John Mendala | ( 858 ) 223-6550 | 378 Hudson Street | OAKLAND | CA | jmendala@tempstaffingpartners.com |
| Transaction Trackers, Inc. | Felicia Patton | ( 510 ) 744-1705 | 5920 Thornton Ave., Suite D | NEWARK | CA | fpatton@transactiontrackers.com |
| Transbay Engineering & Builder | Joseph Debro | ( 510 ) 639-7634 | 3130 Hood St | OAKLAND | CA | transbayd@aol.com |
| Transcend Assisted Living Support Services LLC | Judith Gitonga | ( 510 ) 316-8066 | 20079 SAN MIGUEL AVE, # 6 | CASTRO VALLEY | CA | judithkimani@yahoo.com |
| Transportation Analytics | Diana Dorinson | ( 510 ) 717-4137 | 4096 Piedmont Avenue, #802 | OAKLAND | CA | dd@transportationanalytics.net |
| Triune Infomatics Inc | Susan Kuruvilla | ( 510 ) 364-3557 | 39111 Paseo Padre Parkway, Suite 320 | FREMONT | CA | susan@triuneinfomatics.com |
| Trust Administrators, Inc. | Royce Charney | ( 510 ) 451-2810 | 1970 Broadway Suite 1140 | OAKLAND | 94612- | royce@trustadmin.com |
| Tsuboi Design | Gail Tsuboi | ( 925 ) 376-9151 | 6433 Colby St. | OAKLAND | CA | gtsuboi@comcast.net |
| Ultra Business Services | Angela Bishop-Ross | ( 510 ) 428-9366 | 3803 Broadway Street, Ste # 2 & 3 | OAKLAND | CA | bishopross@sbcglobal.net |
| Unicom Government Inc | Stan Barnes | ( 510 ) 451-1218 | 2475 W. 12th Street, Suite A | OAKLAND | CA | stan.barnes@unicomgov.com |
| Unisys Corp | Ken Crocker | ( 925 ) 788-9150 | 7677 Oakport St, Suite 1110 | OAKLAND | CA | ken.crocker@unisys.com |
| Urban Design Consulting Engineers | Jason Ling | ( 510 ) 868-1085 | 318 Harrison Street, Suite 302 | OAKLAND | CA | jasonling@UrbanDesignCE.com |
| Urban Holistic Solutions | A. Raheemah Nitoto | ( 510 ) 978-0863 | 227 Orange Street, Suite A | OAKLAND | CA | urbanholisticsolutions@gmail.com |
| Urban Strategies Council | Teri Carlyle | ( 510 ) 893-2404 | 1720 Broadway, 2nd Floor | OAKLAND | CA | accounting@urbanstrategies.org |
| Van Dermyden Maddux Law Corporation | Jennifer Maguire | ( 916 ) 779-2402 | 1901 Harrison Street, Suite 1100 | OAKLAND | CA | jmm@vmlawcorp.com |
| Velasco Associates Inc | Manuel Velasco | ( 510 ) 530-0948 | 3036 Burdeck Drive | OAKLAND | CA | manuel@velascoassociates.org |
| Verdant Project Management Services LLC | Esther Van Beers | ( 510 ) 866-3646 | 3640 Grand Avenue, Suite 210 | OAKLAND | CA | evanbeers@verdant.us.com |
| Vernazza Wolfe Associates Inc | Marian Wolfe | ( 510 ) 548-8229 | 2909 Shasta Road | BERKELEY | CA | mwolfe@vernazzawolfe.com |
| Victor Systems and Management | Victor Visweswaran | ( 510 ) 471-8270 | 33017 Regents Blvd. | UNION CITY | CA | victor@vsamc.com |
| Visions Management International Corporation | Amy Garber | ( 415 ) 895-1459 | 66 Franklin Street, Suite 300 | OAKLAND | CA | amy@visionsmgmt.com |
| VSCE Inc | Jesus Vargas | ( 510 ) 835-5001 | 1610 Harrison Street, Suite E-West | OAKLAND | CA | jvargas@vsceinc.com |
| Walsh Financial Consulting | Mark Walsh | ( 510 ) 457-8742 | 10732 Fallbrook Way | OAKLAND | CA | mark@walshfc.com |
| Waltham-Wiley, Inc. | Howland Douglas | ( 510 ) 484-8411 | 964 Leo Way | OAKLAND | CA | doug.howland@walthamwiley.com |
| WARDS UNLIMITED | THERISSA WARD | ( 510 ) 896-8210 | 324 MAYTEN WAY | FREMONT | CA | WARDSUNLIMITED@AOL.COM |
| WCUP Inc DBA Snelling Staffing Services | Christine Utsumi-Puryear | ( 510 ) 769-4400 | 2203 Harbor Parkway | ALAMEDA | CA | snellingcp@aol.com |
| WD Global Bridge LLC | Elizabeth Whitted Dawson | ( 510 ) 759-9247 | 2224 Linden Street | OAKLAND | CA | wdassoc@sbcglobal.net |
| We Heart Finance | Stephanie Daniels | ( 510 ) 593-4453 | 725 Washington Street, Ste 206 | OAKLAND | CA | sdaniels@weheartfinance.com |
| Wendy C Horikoshi | Wendy C Horikoshi | ( 510 ) 769-9714 | 6 Ulster Pl | ALAMEDA | CA | Wendy@transformativeleadership.net |
| Wentworth Consulting Group LLC | Bonnie Wentworth | ( 510 ) 482-6278 | 4616 Dolores Ave | OAKLAND | CA | bonnie@wentworthconsulting.com |
| WEX | Destinee Ensrude | 701-239-6218 | 4321 20th Ave S. | Fargo | ND 58103 | Destinee.ensrude@wexinc.com |
| Whitted Dawson Associates | Liz Whitted Dawson | (510) 437-9764 | 646 Kennedy Street Ste 101 | OAKLAND | CA | wdassoc@sbcglobal.net |
| Williams, Adley & Company-CA. LLP | Robert Griffin | ( 510 ) 893-8114 | 7677 Oakport Street, Suite 1000 | OAKLAND | CA | rgriffin@wacllp.com |
| Willow Consulting | Leslie Brown | ( 510 ) 922-8873 | 1880 Jackson Apt 203 | OAKLAND | CA | leslie.willowconsulting@gmail.com |
| Workerwellness | Jennifer Macintire | ( 510 ) 304-5343 | 814 Orion way | LIVERMORE | CA | jm@workerwellness.org |
| Working Together | Cookie Murphy / Pettee | ( 510 ) 530-0453 | 1278 Excelsior Avenue | OAKLAND | CA | cookiemp@earthlink.net |
| Workplace Consulting | Todd Cannon | ( 510 ) 651-8854 | 39120 Argonaut Way, #813 | FREMONT | CA |  |
| Workstation Ergonomics | Yumi Yasuda | ( 510 ) 748-0903 | 1349 Weber Street | ALAMEDA | CA | yumi.ergo@gmail.com |
| Worthwhile Research & Consulting | Suzanne Wertheim | ( 510 ) 423-8110 | 5794 Vicente Street | OAKLAND | CA | wertheim@worthwhileconsulting.com |
| WRECO | Han-Bin Liang | ( 510 ) 836-5188 | 1000 Broadway, Suite 475 | OAKLAND | CA | hanbin\_liang@wreco.com |
| Xpedian IT, Inc | Renuka Raj | ( 510 ) 857-5856 | 5211 Salerno Drive | DUBLIN | CA | renuka.raj@mrixpedian.com |
| Yonemoto & Associates | Art Yonemoto | ( 925 ) 551-5300 | 11830 Southwick Court | DUBLIN | CA | ayonemoto@yonemotoassociates.com |
| Z Venture Capital Frontiers | Karim Zaman | ( 323 ) 730-1617 | 14472 Wicks Blvd. | SAN LEANDRO | CA | karim@thezamangroup.com |
| ZDEVCO LLC | Taso Zografos | ( 415 ) 215-6113 | 10 Burma Road | OAKLAND | CA | tasozografos@zdevco.com |
| ZealTech Inc. | Sunil Palamuttam | ( 510 ) 797-7006 | 39111 Paseo Padre Parkway, Suite 301 | FREMONT | CA | sp@zealtechus.com |
| American Benefits Group |  |  | 320 Riverside Drive | Florence | MA | support@amben.com |
| ASIFlex | Anita Spencer | 573-999-6332 | 201 West Broadway, #4C | Colombia | MO | marketing@asiflex.com |
| Basics | Chris Eckert |  | 9246 Portage Industrial Dr. | Portage | MI | ceckert@basiconline.com |
| Benefit & Risk Management Services |  |  | 80 Iron Point Circle, Suite 200 | Folsom | CA | customersupport@brmsonline.com |
| Benefit Resource, Inc.7 | Thomas Guiler |  | 245 Kenneth Dr. | Rochester | NY | Sales@BenefitResource.com |
| Benefits Strategies | Lori Macknight |  | PO Box 1300 | Manchester | NH | lmacknight@benstrat.com |
| ConnectYourCare | Jim Curran | 760-846-1534 | 307 International Circle,ste 200 | Hunt Valley | MD | Jim.curran@connectyourcare.com |
| Discovery Benefits,Inc. (Wex Health Inc.) | Phil Hayes | 701-492-7226 | 4321 20th Avenue South | Fargo | N | phayes@discoverybenefits.com |
| EflexGroup | Britt Wegener |  | 2740 Ski Lane | Madison | WI | marketing@eflexgroup.com; Britt.wegener@eflexgroup.com |
| MyCafeteriaPlan |  |  | 432 East Pearl Street | Miamisburg | OH | sales@mycafeteriaplan.com |
| Navia Benefit Solutions, Inc. | Stefan Knipp | 425-452-3508 | 600 Naches Ave SW | Renton | WA | [sknipp@naviabenefits.com](mailto:sknipp@naviabenefits.com) |
| PayFlex Systems US. | Kevin Hitzemann |  | 10802 Farnam Dr. #100 | Omaha | NE | khitzemann@payflex.com |
| Total Administrative Services Corp. | Jeff Gilson | 800-422-4661 x 8881 | 2302 International Lane | Madison | WI | jeff.gilson@tasconline.com |
| TransitCenter Inc. |  | 646-395-9104 | 137 Varick Street, Spazio Urbano Suite 503 | New York | NY | info@transitcenter.org |
| WageWorks | Barbara Gonzales | 850-491-0693 | 1100 Park Place 4th Floor | San Mateo | CA | Barbara.gonzales@wageworks.com |