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Destiny Management Services, LLC Is the 'Go-to' Provider of Business Solutions for the Federal Government and Contractors

Donna M. Mitchell swims comfortably among the biggest fish in the lucrative and most highly competitive waters of the U.S. federal marketplace. Her company, Destiny Management Services, LLC (DMS), is an 8(a) graduated, woman- and minority-owned company that holds MBE certifications in the states of Delaware, Maryland and New York. DMS serves federal, state and local government agencies, federal government contractors and subcontractors. DMS also helps businesses and non-profits position themselves to vie successfully for major grants and secure substantial contracts in the federal sector.



Photo by Daniel L. Henry

Mitchell's effective leadership style is leadership through example. "Before I could strike out on my own, I had to have self-confidence that I could overcome any obstacle," says Mitchell, who sought a more creative challenge when she started DMS in 1996. Armed with an MBA and previous experience managing other businesses by serving as vice president of finance and administration, chief financial officer, director of accounting, and contracts manager for government contractors, she recognized a gap she could fill. Today, with 15 successful years of continuous profitability, Mitchell transfers that same sense of confidence to clients needing to transform their operations, including financial management, accounting, business solutions, information technology, staff augmentation, medical staffing and human capital development.

The key to DMS's success is Mitchell's ability to attract and mentor a staff of highly qualified experts with extensive experience with federal contracting. In addition to academic and professional accomplishments, Mitchell also carefully chooses staff members for their commitment to integrity and service.

"One of my credos is 'The highest destiny of the individual is to serve rather than to rule,'" says Mitchell. "So I foster a culture of collaboration and creative thinking to solve client problems."

Mitchell's business model also includes keeping her company lean and flexible, minimizing overhead costs in order to remain competitive. At the same time, the company is able to ramp up quickly to handle large, complex projects. For example, a large federal agency turned to DMS after the passage of the American Recovery and Reinvestment Act (ARRA) to ensure that funds were spent properly and in compliance with federal regulations. "One of our core competencies is our ability to provide creative, innovative and timely business solutions," says Mitchell. "My staff established a compliance process that

assesses certain internal controls to ensure that grantees have the necessary policies, procedures and systems in place to account for and administer the ARRA funds, and to ensure adequate controls are in place to mitigate risk and protect federal government assets from fraud, waste and abuse."

Similarly, when a military agency needed over 10,000 pages of patient evaluations assessed, compiled and analyzed in just four weeks, DMS immediately assembled 15 people and generated a thorough and analytical report on time. Outcomes like this demonstrate DMS's expertise in serving agencies, particularly the DoD, with expanded healthcare consulting, medical staffing and health information technology.

Recently, DMS forged two strategic relationships to continue to expand business opportunities. Partnering with a physician, DMS is establishing a

facility to provide comprehensive health screenings, medical consulting support and medical testing. DMS also established a joint venture with RMW Associates, LLC, an SBA 8(a) certified, CPA firm to expand its compliance, accounting, financial management and business solutions services. The joint venture is known as DMS-RMW Associates JV, LLC.

"Consensus building, excellent service and collaboration have been a part of our DNA from the beginning," says Mitchell. "They will continue to be key to our future growth."



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